The Ancient

TRADES

Decayed, REPAIRED AGAIN:

WHEREIN

Are declared the ſeveral Abuſes that have utterly impaired all the Ancient Trades in the

KINGDOM;

WITH

Many Propoſals humbly offered how the ſame may be repaired again;

With ſome reaſons ſhewing the neceſſity thereof.

Written by a Countrey Trades-man.

Licenſed *March* 22. 1678. *R. L'ESTRANGE.*

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THE

EPISTLE to the READER.

Courteous Reader,

I *Do here preſent unto thee a Relation of ſeveral Abuſes that are in moſt of the Ancient Trades of this Kingdom, which are ſuch that were not wont to be formerly: Wherein (if thou art a Trades-man) thou wilt meet with ſome truths that do relate to thine own Trade; and after thou haſt read it, thou wilt find that many other Trades are impaired as well as thine; which may be thought to be a ſtrange judgment upon them, becauſe there is a conſiderable Trade in the Kingdom, and but few men are the better for it. But if thou art not a Trades-man, but a wonderer at the complaints of Shopkeepers and Trades-men, touching the decay of their Trades; after thou haſt read it, thou mayeſt as much wonder that they have any Trade at all. Now the reaſon hereof (I ſay) is not becauſe there is not a Trade in the Kingdom, but that the Trade that is, is confuſed, and without any order in it. Therefore, as I have diſcovered what are the ſeveral abuſes in Trade, ſo I have in each particular propounded what may be neceſſary for the repairing thereof: In which, although every thing may not (poſſibly) be approved of, yet if either it be but a light, or an occaſion of doing it any better way, I ſhall think my ſelf ſufficiently recompenſed for all my pains. This had come forth a little ſooner, but that I had ſome diſcouragements in regard of my ſmall ability to perform ſuch a work; which made me think to decline it, and thence did neglect it for a ſeaſon: but afterwards, conſidering that*

few that had wrought upon this subject, had touched any thing of the Trade in Cities and Market-Towns, did reassume the work. And it is my desire that this might provoke some abler Pen to do something of this nature, that hath better abilities, and more leisure than I have. And I hope the learned will not esteem it the less, because of the little rhetorical language that appeareth in it; considering that the Author was never a Master of Arts, but of Commerce only; and that in an in-land Market-Town: That therefore they will rather haxe respect to the reasons contained in it, and the great use it may be to the publick good of this Kingdom, which is the only thing I have aimed at in it; that so the Honourable Houses of Parliament might amend and repair our Trade, and that all men may be encouraged and preserved in their several and particular Callings; which is the earnest desire of all good men, and of him that is

Thy Humble Servant.

SECT. I.

The Introduction.

FOraſmuch as there is a very great Complaint in moſt of the Market-Towns in this Kingdom, of the *Great Decay of Trade*, both by many Working, and eſpecially by all Ancient Shop-keeping Tradesmen, as *The Woollen Draper*, *the Linnen Draper*, *the Mercer*, *the Grocer*, and others, whoſe Trades were formerly the moſt Flouriſhing in this Kingdom, that now are become ſo mean and ordinary, that many intereſted therein cannot live upon them; This may afford matter of admiration to many Perſons, whileſt conſidering withal that there are as many Goods Imported into this Kingdom as ever there were, if not abundantly more; and ſo conſequently, there is as much ſold as ever there were, if not much more. Now the End of this Treatiſe is to ſhew, that the Reaſon is not from the total defect or want of Trade, but from the irregularity or diſorder thereof, it being quite out of the Channel in which it was wont formerly to run. And this hath happened through a neglect of a due Execution of thoſe Laws that are in force concerning Trade; As likewiſe for want of Additional Laws to be made to keep it in its due bounds. (For a Law not executed is almoſt as little ſignificant as no Law at all.) Now the Ground of this Grievance is, becauſe many do believe, That all Men promiſcuouſly ought to have Liberty to ſet up any Trade for a Livelihood, and eſpe-

cially the Shop-keeping Trade, and that a Restraint hereof doth much impeach Ingenuity; Whence it is, that Tradesmen can seldom be Redressed herein, although they have often Attempted it to their great Cost and Charge. But certainly, in former Ages People were of another Opinion, as appeareth by that Statute of 5 Queen *Eliz.* which Prohibiteth the taking of any Artificers Son to be an Apprentice to many Shop-keeping Trades that are mentioned in that Statute. And likewise the Son of any one, unless his Parent had forty shillings *per Annum*, a Freehold Estate; which was to be Certified under the Hands and Seales of three Justices of the Peace.

And for this Reason, along time there hath been little or no Inspection made into Trade, in the Cities and Market Towns in *England*; that all things in Trade are come to a wonderful Confusion, as will appear by the Sequel of this Treatise. Nay, there is scarce any thing of Affairs in a Kingdom or a State, but in time will be out of Order, if it be not prevented by Reviving Old, or Constituting New Lawes, additional thereunto; For humane Lawes are such, that in time there will be Reason, either to add something to, or take something from them. And whilest that any thing is out of Order, all Men that are therein concerned are Prejudiced by it: And so it is at this time with Trade, which rendreth it unprofitable to all Men, and so doth rather hinder Ingenuity then further it and promote it; Profit being a chief and more immediate Encouragement thereof, which puts men upon all Praise-worthy and commendable Undertakings. Now to the end, that I may discover what it is that hath so much Empaired the Trade of this Kingdom, I shall faithfully Relate (as to matter of Fact) what is the Practice in most Places in *England*, and shall in each Particular suggest what may be necessary for the Repairing thereof.

SECT. II.

Concerning the Clothing Trade, or Woollen Manufacturer, that makes any thing with our Wooll.

I Begin with this Trade, because it is like the Water to the Mill that driveth Round the Wheel of all other Trades. For by this the Poor hath

hath Money of their own Earning, without being burthenſom to the Pariſh; which they preſently lay out again, either upon their Backs or Bellies, not keeping their Money againſt a wet day, (as the ſaying is) Now if it be conſidered, how Numerous the Poor of this Kingdom are, they would (had they money) make a very great Conſumption, both of the Farmers Commodities, and of all other courſe and ordinary things, as is evident in that, in ſome Places where this Trade did once flouriſh, many Labourers therein would lay out five or ſix ſhillings every Week throughout the year upon Meat; where there is not ſo much now laid out by any ſuch poor Man hardly in a whole year.

And indeed, of all the Trades in this Kingdom this ought chiefly to be encouraged; neither ſhould any ſtone be left unturned to promote it. For if it be ſo, as doubtleſs it is, that God hath given to every Countrey ſome particular Commodity, that is not to be had any where elſe, ſo that none may boaſt, but that every Countrey muſt be beholding unto another for ſomething that they have not; then certainly it muſt be this, that is the Commodity of *England*, becauſe God hath not only given us *Wooll* in abundance that makes Cloth, but alſo another neceſſary Material, *viz. Fullers Earth*, without which this Commodity is not to be made, and (as they ſay) is not to be found any where elſe, but in this Land; which is a clear Demonſtration that it is the uſe of our Wooll that is the ſpecial Talent, which God hath put into our hands to improve; and not to improve it is doubtleſs a very great ſin, and like the hiding our Talent in a Napkin. Wherefore it is, that God hath in a great meaſure taken this Trade from us, and given it to a People that are more Induſtrious then we are.

SECT. III.

Concerning the Tranſportation of Wooll, which is one Hindrance to the Clothing Trade.

NOW it is granted by all Men, that this is one great Hindrance of this Trade, for hereby there is not only Cloth made with our

Wooll, which might have been made by our own People, but by mixing our Wooll with the Wooll of other Countreys, there is almost twice as much Cloth made as otherwise there could be; for without the help of our Wooll, there could be little or no ordinary low pric'd Cloth made, which is the Assertment that is mostly used, there being a far greater Number who wear this, then there are who wear any finer sort; and by this means it is, that our *English* Cloth is so great a drug in all places, as now it is: And unless we can keep our Wooll and Fullers Earth from being Transported, that so it may be wrought up by our own People, the Trade can never be good again in *England*. Indeed, there have been many ways thought of to prevent this mischief, which of all others is the greatest to this Kingdom, and therefore of late it is made Felony for any one to Transport Wooll, which Law, notwithstanding the great severity thereof, doth yet prove ineffectual. Now it may be supposed, that the Cause hereof is, the Paucity or Fewness of the Informers, (for the Life of the Man is concerned which offendeth in this Case) which would not be so, if there were only a good part of the Offenders Estate lying at stake. Seeing then that this, as well as other ways, have hitherto proved ineffectual, there may therefore (I humbly conceive) be new Measures taken: Wherefore I shall suggest what may be thought profitable in this Case.

1. *That all Persons that live within six Miles of the Sea-side, round from beyond* Newcastle *to* Bristol, *should be Enjoyned by a Law to sell all their Wooll at a* Market, *and in default hereof should be liable to a Penalty.*

2. *That these* Markets *be six or seven miles from the Sea-side.*

3. *That all Persons that are allowed to buy at these* Markets, *should be Enjoyned to give Security*, viz. *Their own Bond*; *And to take an Oath, that what Wooll they buy at these* Markets, *they will either use it themselves, or not sell it again in any Place, within six or seven miles of the Sea-side, and that they will not any way be Instrumental in the Transporting of any of our Wooll or Fullers Earth, to any Parts beyond the Sea*; *And if they do know of any Wooll that is Transported, or that is about*

about to be Tranſported, that they will forthwith diſcover the ſame; And that every one that hath taken this Oath, and given this Security, ſhould have a Certificate of the ſame; And he that ſhall buy at any of theſe Markets before he hath this Certificate, ſhould be liable to a Penalty.

4. Becauſe the preſent Law is a little ſhort in this Clauſe, until the Wooll be put a Ship-board, which being done is preſently gone to Sea, and there is no diſcovery of it. Therefore it would be neceſſary that the Law ſhould be in force in theſe following particulars.

1. If any Wooll ſhould be taken in any Creek, or Corner, by the Sea-ſide ready to be Shipt.

2. If any Wooll ſhould be taken within ſix or ſeven Miles of the Sea-ſide driving towards the ſame, after ſuch an hour in the evening, or before ſuch an hour in the morning that ſhall be thought convenient.

3. If any Wooll ſhall be at any time driving towards the Sea-ſide in the day time, and within ſix or ſeven Miles of the ſame, it ſhall be lawful for any one to cauſe the Perſon that doth drive it to be examined by a Juſtice of Peace, and if upon examination of the ſaid Perſon, or as any other perſon whom the Juſtice may think fit to examine concerning it, it ſhall be found that the Wooll was driving towards the Sea, with an intention of tranſporting the ſame, that then alſo the Law ſhould be in force.

4. That if any perſon or perſons ſhall ſee any of our Engliſh Wooll unloading out of any Ship beyond the Sea, or can by any means get the knowledge thereof, ſo as to teſtifie it upon Oath, that in this caſe, if ever the ſaid Ship or Ship-Maſter ſhould return again into England, they ſhould be lyable to the Penalty of the Law, always provided that in this caſe there be more Witneſſes then one.

5. That all Merchants that ſhall Traffique beyond Sea, and all Captains of Men of War, and all Ship-Maſters, with their Mates and Purſers, and every common Sayler do take this Oath, and give this Security, and do receive a Certificate hereof before they are admitted to any of theſe employments, and in default hereof ſhould be lyable to a Penalty.

Likewiſe all Merchants that are ſtrangers who do reſide in any of the Parts of England, and all Ship-Maſters that are ſtrangers, before either they break bulk, or take in freſh water, or Proviſion for their Ships in any

Harbor

Harbour or place in England, *that they ſhould be enjoyned to give this Security, and to take this Oath, and to receive a Certificate hereof, and for default herein they ſhould be lyable to a Penalty.*

6. *It would be neceſſary alſo, that all perſons that do live within ſix or ſeven Miles of the Sea-ſide ſhould take this Oath if they do not give the Security; which may be done at their Court Leets, where every perſon is bound to appear.*

7. *That it would be neceſſary, that a very good Part of the Forfeiture ſhould be given to him that ſhall diſcover the ſame.*

8. *That it may be lawful for the Clothiers, in the ſeveral Places of this Kingdom, to Hire any one to ſee that theſe Laws are put in Execution, in all the Parts of the Realm. Now if every one of theſe eight Particulars were made into a Law, I cannot underſtand but that they might be eaſily executed, and that they would effect the thing deſired, were it not for two* Engliſh *Iſlands,* viz. Jerſey *and* Guernſey, *that do live upon the Trade of Knitting of* Worſted Stockins, *they Knit alſo* Worſted VVaſte-coats *and* Petticoats; *And for this Reaſon the Law Tolerateth ſeveral Hundreds of Tods of VVooll to be Tranſported thither, under which Pretence it is to be feared, that many hundred Tods are Tranſported into* France; *And what to do in this Particular more then hath been before Suggeſted, and what is already done by the Law, I cannot tell. Therefore it would be happy for this Kingdom, if they could be put upon ſome other employment, that ſo there may be no occaſion to Tranſport any VVooll thither; And we may Rationally Judge, that Knitting of Silk Stockins will be a very ſuitable Employment for them, becauſe Knitting is their Trade already; And I know not but that Silken Knit Waſtecoats, Petticoats and Sleeves for Women, might be as good a Commodity as they are in Worſted. Beſides this, the making of Linnen Cloth may not be much improper for them.*

Firſt, becauſe if we cannot ſupply them with Hemp and Flax out of England, *they lie convenient to be ſupplied out of* France.

Secondly, becauſe the Poor Work there at very low Rates.

SEC

SECT. IV.

Concerning making our English *Woollen Manufacture good and ſound.*

WHen this Trade was good, the Clothiers (out of a covetous mind) would extreamly ſtretch their Cloth upon a Rack; and many other indirect ways were uſed, that have brought our *Engliſh* Cloth ſo much out of Credit beyond Sea, that it will be hard for us ever to retrive it again.

Indeed there is a law that all Cloth ſhould be examined before it be put to ſale, and that the Town Seal where it is made ſhould be put upon every Cloth that is made good and ſound, and the letter *F* upon the faulty. But this is altogether neglected in moſt places: For the Aulneagers that are choſen in any place are very poor men, who ſeldome or never Seal any Cloth, and if they were to do it, they being poor men would not dare to refuſe the ſealing of any rich mans Cloth, though very faulty.

And therefore to prevent this for the future, it would be neceſſary, that in all Cities and Market-Towns in *England*, where any of our Woollen Manufacture is made, they were all in Companies, who might every year out of themſelves chooſe Officers, that might not only ſeal their Cloth, but who ſhould alſo promote their Trade, and rectifie and repair whatever ſhall at any time be amiſs therein.

I do not mean that theſe Companies (according to the cuſtom of Corporations at this time) ſhould have any power to bar any one from ſetting up this trade in their Town, nor from being alſo of their Company, though they never ſerved any Apprentiſhip to their Trade in any place whatſoever: And my reaſon for it is, becauſe there cannot be too many of any ſuch Trade in any place where the Materials that they work upon are of the growth of *England*, and that do imploy the poor of the Kingdom, unleſs that there ſhould be ſo many of theſe Tradeſmen that there will not be Materials enough for them to work upon; and that they cannot find poor enough to work them out. But neither of theſe it cannot be, becauſe of the great abundance of Wooll that

that we have in *England*, and of the abundance of Hemp and Flax we might have, did we but ſet to the ſowing thereof, and the numerous poor that are in all places of this Kingdom. Nay, if the Materials uſed in a Trade be not of the growth of *England*, yet if the Trade be to employ the poor, as is the making of Dimithys or Fuſtions, or the making of Buttons, or if it be the making of any thing (which upon ſuppoſition that it were not made here in *England*) we ſhould have it bought with our Money, and brought to us from beyond Sea, where it is made, as Bone-Lace, &c. Surely in neither of theſe caſes will it be for the common good that any man ſhould be barred from ſetting up any ſuch employment in any place whatſoever.

Yet notwithſtanding a univerſal liberty (I mean, for any one to be of any Trade) would be very injurious to many Trades, as the Shop-keepers and many working Trades, as I ſhall ſhew in its proper place: and it would hinder men (as it doth) from falling into ſuch employments that are for the common and general good of the Kingdom, as are all ſuch employments before ſpecified.

SECT. V.

Concerning making our Cloth Cheap as well as good.

WE cannot make our *Engliſh* Cloth ſo cheap as they do in other Countreys, becauſe of the ſtrange idleneſs and ſtubbornneſs of our Poor, eſpecially in all Places within fifty Miles of *London*, where the Poor are moſt Numerous, where Wooll is Cheapeſt, and where the Carriage of Oyles and Dying Stuffs is Cheaper then in moſt other Places in *England*, and therefore in all theſe Reſpects this would be the convenienteſt place for the ſetling of this Trade; But theſe Poor are ſo ſurly that moſt of them will not work at all, unleſs they might Earn as much in two days as will keep them a whole Week. And when they do Work, they will often Marr what they do; that hereby the Clothiers in all theſe Parts are greatly diſcouraged. Hence it is, that they cannot make their Cloth ſo good and ſo cheap as they do in other Countreys; the reaſon whereof is not becauſe Proviſion

vision is dearer in *England* then it is in other Countreys; For Butter and Cheese, the Poores Fare, are as Cheap here, as they are in most other Countreys; And Corn for many yeares hath been so cheap, that great quantities thereof have been Transported to those Countreys where they make our Manufacture cheaper then we do.

But one Reason hereof is, because *Begging* is suffered so Rife in this Kingdom, that of late years it is a sufficient Pretence for any one to beg, if they do but carry a few Commodities about the Countrey to sell. This is so much observed by all Persons, that of late the Grand Jury in many Counties have Presented it at the General Quarter Sessions. For there are Laws enough to suppress them, if the Justices do but see after the Execution of them. Now if this Begging Trade be not suppressed, there will never be any good done, either upon the Clothing Trade or any other, that is for a common and general good. Wherefore the *Dutch* do suffer no Beggars to be in their Countrey. And the *French* King doth endeavor to do the same in his, and we should not neglect to do the same in ours.

Mr. *Cooke* in a Treatise of his, doth give another Reason that the Poor are so surly in *England*; which is the Statute of the 43 of Queen *Eliz.* that doth Enjoyn all Parishes to provide for their Poor, and this makes them careless to provide for themselves by their own labour, either for the present or the future. And hence it is, if they do not beg, yet they will not work, but addict themselves to idleness and pilfering, and to pulling of Hedges. And all this is, because they know that if they come to want the Parish is bound to keep them. Truly, this is a very ill use which they make of so Charitable a Statute. But however, it would be strange cruelty not to provide for them, when they are really in want. Therefore there can be no better way, then to make them work for their living whilst they are able. And to this end it would be necessary that these following Rules were observed.

1. *That there be a House in every Parish at their Charges, for every Clothier, (or any other that hath any Employment for the Poor) to bring their Work unto, where shall be distributed unto each poor Person that*

Portion of Work which they can Perform againſt the Time appointed, which will ſave the Pariſh the Charge of having a ſtock of their own, as the Statute doth require.

2. *That if the Poor of the Place do not know how to ſpin, or to do the Manufacture of that Place, that then there be Dames hired at the Pariſh-charge to teach them; and Men may learn to ſpin as well as Women, and Earn as much money at it as they can at many other Employments.*

3. *That all poor People and their Children that cannot live without Labour, and who are not otherwiſe Employed by the Neighbourhood, ſhould be compelled to take Work from this Houſe; And if they underſtand not how to do this Work, that they and their Children do come every day unto this Work houſe, as unto a School to learn; And that they be Provided for by the Pariſh, until they can attain to the knowledge of this Art or Myſtery, at leaſt in ſome competent meaſure and degree. Now every old one, and every Cripple who hath the uſe of his hands and his eyes, may be able to do ſomething towards a Livelihood, which if it were but two pence a day, this amounts to Twelve-pence in the Week, and two ſhillings will (as hath been obſerved) keep a poor Man or Woman (with good Husbandry) one whole Week. If then this were once put in execution, all Pariſhes would quickly finde their Collections for the Poor to be much leſs then now they are.*

SECT. VI.

Concerning the Damage and Loſs, too often Accrewing to the Clothier, in the Sale of his Cloth.

AFter the Clothier hath taken all the care and pains that poſſibly he can, to make his Cloth both cheap and good, yet when he cometh to ſell it, he cannot do it himſelf, the Factor having gotten this buſineſs wholly into his hands; for formerly, when the Clothiers left their Cloth with them to ſell, allotting them a certain price; yet notwithſtanding they would many times abate two pence or three pence in a yard, which the Clothier would not have done, had he ſold it himſelf. Now ſo ſoon as the Buyers perceived this, they would buy of none but the Factor. And hence it is, they have uſurped the ſole Power of ſelling the Clothiers Cloth, both for what price, and for what time, and to whom they pleaſe; in neither of which Particulars they will be limited.

Now

Now by this means the Clothiers Cloth is not only ſold for leſs many times then can be afforded, (that ſo the Factor might have his Salary) but they are alſo put to an unneceſſary Charge, for formerly the Buyer always bought at *Blackwell*-Hall, but now he doth buy at home; and the Factor will at any time ſend him as many more Pieces of Cloth then he hath occaſion to buy, and under pretence they are diſ-heighted, will force the Clothier to pay three or four ſhillings a Piece for new Preſſing.

And ſo likewiſe they will ſell for what time they pleaſe, detaining the Clothiers money as long as they pleaſe; for he ſhall not know when his Cloth is ſold, nor to whom it is ſold; yet a great ſpace of time after, when the Factor is in a good Humour, then the Clothier ſhall know the ſelling of his Cloth; And after this alſo he muſt ſtay a conſiderable time before he hath his Money. And then neither ſhall he know to whom his Cloth is Sold; becauſe by this means, he can at any time put the Clothier to have his Money for his Cloth, of a Perſon that is not ſolvent. So that ſhould any Clothier ever attempt, either to take their buſineſs out of the Factors hands, or to give off their Trade. (as many of them are deſirous to do, being ſo abuſed by the Factor) they can always by this means make the Clothier truckle under them. And ſometimes, when they are ſo kind to let the Clothier have money for his occaſions, they will Enter it in their Books as ſo much mony lent to them. Beſides, ſhould they come to know the Perſon to whom their Cloth is ſold, yet they would be not much the better for it, for without the Factors conſent they will not pay the Clothier one farthing, ſaying, they have had nothing to do with him, and ſo will not pay him any money at all; inſomuch that the Clothier in ſelling his Cloth is as it were blind-folded, being always in the dark concerning it. And they have ſeldom any money to buy any thing that they deal in beforehand, for the Factor will let them have no more money then what will ſuffice to keep their Trade going, and that on a ſlow and dull pace, by which means it is impoſſible that either Wooll or Woollen Cloth ſhould riſe much higher then now it is. As is evident in the late briskneſs of that Trade, which had it not been for the Factors (as was acknowledged by an eminent Merchant) Cloth would have riſen at leaſt eighteen pence or two ſhillings in a yard.

And hence it is there can be no poor Clothiers follow the Trade, that hath not a ſtock to lie in the Factors hands, which hath occaſioned very great Confuſion in many other Trades as well as this; for it hath put ſome upon Retailing what they make, and others upon Hawking their Ware all about the Countrey, until many of them are ruined by means of their great Charge in Travelling; but of both theſe Particulars I ſhall Treat hereafter in their proper place.

Neither hath this been any benefit to the Merchant, for the Factors having ſo great a ſtock of the Weſt-Countrey Clothiers in their hands, they can give what Credit they pleaſe, and can, and do make whomſoever they pleaſe Merchants, or turn Merchants themſelves, by which means the old experienced Merchants have been extreamly prejudiced and wronged. Now to Redreſs this great miſchief to the Clothing Trade, theſe following Particulars would be neceſſary to be Offered.

1. *That no Clothier or Serge-maker, or any one that makes any Commodity with our* Engliſh *Wooll, be allowed, either they themſelves or their Factors, to ſell the ſame anywhere in* London, *but in* Blackwell-*Hall only.*

2. *That when the Factor doth ſell any Clothiers Cloth, that he be obliged to give the Buyer a Bill of the Name of the Perſon, and of the place where he liveth whoſe Cloth he hath ſold.*

2. *That notwithſtanding the Factors ſelling of the Clothiers Cloth, yet the Buyer ſhould be Debtor to the Clothier, whoſe Cloth it is, and not to the Factor who ſold the Cloth, and in default of Payment ſhould be liable to be Sued by the ſaid Clothier.*

4. *That if the Factor do ſell the Cloth for leſs money then was ſet him by the Clothier, or ſhould truſt any Perſon without the Clothiers particular conſent to the truſting of that particular Perſon, that in this caſe the Factor ſhould be Debtor to the Clothier for the full value of the Cloth, which was allowed him by the Clothier, in the ſame manner as if it were his proper Debt.*

5. *To the end that the Clothier might always know the time when his Cloth is ſold, and to whom, it would be neceſſary that there were a Regiſter*

in

in the Hall, wherein there might be Entred the time when the Cloth was ſold, the Factors Name that ſold it, the Clothiers Name and Place of Abode, whoſe Cloth it is which is ſold, and alſo the Buyers Name and Place of Abode that hath bought the ſame; And in this and all other Charges they obſerve a Mediocrity.

And then there is another inconvenience that the Clothier doth meet with in the ſelling of his Cloth, which is this, *viz.* That many times after the Buyer hath bought his Cloth at a price, and cauſed it to be ſent out of the Hall to his own houſe, he hath pretended ſome fault to be in the Cloth, and unleſs the Clothier will yield to abate what he would have him, he muſt have his Cloth again, which hath often been a very great vexation to the Clothier.

Others there are who have very much abuſed the Clothier, by exacting unreaſonable meaſure from him, and to this end many have uſed very indirect wayes, as the having that abomination of a yard and a yard. Nay, ſometimes they have put the Cloth into a Tub of water, and after this they have Griped the Clothier exceedingly in the Meaſure.

Now it may be ſuppoſed, that if this Order were obſerved, it would prevent this inconvenience to the Clothier for the future, *viz.* *That his Cloth being Sealed as aforeſaid, the ſworn Aulneager ſhould alſo Meaſure every Mans Cloth ſo ſoon as it cometh out of the Mill, which Meaſure might be expreſſed upon the Seal, by an Impreſſion made in it to expreſs the ſame. Now the Cloth having this Seal annexed to it, and being bought in the Market, and ſent out of the ſame at a Price agreed upon, that in this caſe the Buyer ſhould be obliged to have this Cloth ſo bought in the Market at the ſame Price agreed upon there, and according to the Meaſure expreſſed upon the Seal.*

2. *That if the Cloth, that hath this Town-Seal annexed to it, ſhould in reality be any way faulty, yet nevertheleſs the Clothier ſhould not be obliged to abate. But upon ſufficient Teſtimony and Proof hereof the ſworn Aulneager ſhould be ſeverely puniſhed.*

3. *That as to ſuch Cloth that is ſealed with the Letter F, if the Buyer hath any Jealouſie, that the Seller hath not diſcovered all the faults in the ſaid Cloth, that then it might be Examined in the Hall or Market, where*

there

there ſhould be a Pearch for that purpoſe, where the Buyer might have the Liberty to refuſe or take the ſaid Cloth; but if he ſhall cauſe the ſaid faulty Cloth to be ſent out of the Market or Hall at a Price, that then the Buyer ſhall not have the liberty to refuſe the ſaid faulty Cloth, but ſhall be obliged to have it, let the faults be what they will.

4. *It would be neceſſary that all Serges were at firſt Woven at one certain length, that ſo the Buyer might the better underſtand what it is that he doth buy, which now he doth not, becauſe all Serges are ſold by the Piece, and ſome want three or four yards of what ſome others are; And it would be neceſſary that they were all Woven of ſuch a length, that after they are Milled in an ordinary manner, they might contain full twenty and four yards.*

SECT. VII.

Concerning the Hindrances of the Exportation of our Woollen Manufacture.

WHen once the Clothier hath made his Cloth both good and cheap, and is conveniented to ſell it when it is made, then it would be neceſſary to promote the Exportation of it abroad into other Countreys.

1. Now we are very much hindred herein by the *Dutch*, who do make Cloth themſelves, and ſell it in thoſe places where otherwiſe we ſhould ſell ours; but could we keep our Wooll and Fullers Earth from them, we ſhould ſpeedily prevent them. And it would be neceſſary for the Promotion of this Trade with us, that there were an high Impoſt laid upon all fine Cloth that ſhall be imported.

Yet the *French* doth deal far more unkindly with us then the *Dutch*, becauſe we do take little of their Commodities; but of the other, (as it is Related by a * Gentleman of the Privy Chamber, in a Treatiſe of his, called, *The Intereſt of England*,) we do take ſo much, *viz.* of their Wines, their Linnens and their Silken Stuffs, that the exceſs of theſe Commodities imported unto us, is as much as cometh to 1600000. in the year, more then our Commodities that are re-exported unto them; for which we do

* Mr. *Fortery*

do pay them ready money. And had not the *French* King found it to be true upon Examination, he would have Prohibited all our Commodities from being brought into his Kingdom. Wherefore he laid only a very great Impoſt upon the ſame, which is * *une Eſtus* upon an * *Aulne*. And this our Trade doth extreamly ſuffer alſo by all his New Conqueſt, where they were wont before to wear our *Engliſh* Cloth, which now they cannot, becauſe of the high and great Impoſt that is laid upon it.

* *Eſtus*, a *French* Crown.
* *Aulne*, an Ell and Nail.

Now had this great Impoſt been laid only upon our Woollen Manufacture, it might have been ſuppoſed that he did it only to neceſſitate his people to the making of the ſame; but ſeeing he hath laid the like Impoſt on our *Engliſh* Tobaccho too, argueth, his Deſign is to ſuppreſs any Trade whatſoever that doth belong to the *Engliſh*. It being then a manifeſt truth, that we do take off ſo much of their Commodities, to the great wrong and prejudice of our own Weavers and Tradeſmen in *London* and *Canterbury*; it is very hard meaſure that they will take little or nothing of ours, eſpecially ſeeing that this they have done formerly, and they might have continued to do the ſame ſtill, had not the *French* King uſed all the Methods that poſſibly he could, to hinder the ſame or the like Negotiation, for they are as Numerous a people as ever they were, and ſhould they wear of our *Engliſh* Manufacture, as they were wont to do heretofore, that Country would be ſufficient to take off almoſt as much as could be made in *England*.

It is true, we have endeavored to Retaliate upon ſome of their Commodities, eſpecially upon their Wines; but our *Engliſh* Gentry do ſo much delight in the drinking thereof, that they do ſtill make their way with us notwithſtanding their dearneſs, yet ſo doth not our Manufacture with them: Therefore it would be neceſſary to take the ſame Meaſures to beat them out of their Trade with us, as they have done to beat us out of our Trade with them. And if this were done, they would be as much perplexed for want of a Trade to put off their Wines, their Linnens and their Silken Stuffs, as we are now to put off our Woollen Manufactures. It will not then be irrational to judge that this may be done as to all three of their Commodities.

First, As to their VVines, if the Gentry would but take to drink more Sider, and many other *Englisſh* Drinks, that of late are ſo Excellent, that they are little inferiour to their VVines (unleſs in Price) we ſhould then have leſs occaſion for them, and this would be a means to improve the Lands of our own Countrey; And would be a way greatly to advance our National profit and intereſt. Did we withal but ſink the impoſt of *Portugal* Wine (equal, to *French* Wine) they would take off above 300000 pounds worth of our *Engliſh* Manufacture in a year. And then for their Linnens we might promote the making thereof in our own Nation, as ſhall be ſhewed hereafter.

And for their Silks and other Superfluities that we do buy of them, (which (as ſome do judge) do amount to more Money then all their Wines and Linnen both) we have little or no occaſion of them. And if they were all prohibited, it would mightily advance the Weavers Trade in the Cities of *London* and *Canterbury*.

SECT. VIII.

Concerning the Hindrances of wearing our Woollen Manufacture at home.

As it is neceſſary, that this Trade be promoted abroad, ſo it is as neceſſary, that it be promoted as much as may be at home. This Trade is very much hindred by our own People, who do Wear many Forreign Commodities inſtead of our own; as may be inſtanced in many Particulars, *viz.* Inſtead of Green Sey that was wont to be uſed for Childrens Frocks, is now uſed Painted, and *Indian*-ſtained, and Striped Calico; and inſtead of a Perpetuana or a Shalloon to Lyne Mens Coats with, is uſed ſometimes a Glazened Calico, which in the whole is not above twelve pence cheaper, and abundantly worſe. For either Perpetuana or Shalloon will wear out two Coats, or when it hath worn out one Coat, it will ſerve for one uſe or other afterwards for children. And ſo in reality it is the cheapeſt. Becauſe Glazened Calico will hardly wear out one Coat: And it is the ſame or worſe, if they Lyne with a plain Calico or Dyed Linnen. And ſometimes is uſed a Bangale that is brought from *India*, both for Lynings to Coats, and for Petticoats

too; Yet our *English* VVare is better and cheaper then this, only it is thinner for the Summer. And of late there are abundance of Linnen Stuffs, that come from *Hamborough*, and are made to imitate our *Norwich* Stuffs, and many of them have been used for Gownes for VVomen, instead of our own Manufacture. To remedy this, it would be necessary to lay a very high Impost upon all such Commodities as these are, and that no Callicoes, or other sort of Linnen be suffered to be Glazened. There is a certain Necessity, that Womens Garments should be Lyned with plain Callico, yet not so for Mens. Therefore it would be expedient that a Law were made, that no Person should have his Coat Lyned with any thing but what is made in *England*. And this will not only promote the Woollen Trade, but the Silk-Weavers Trade also, who make many Silken Stuffs as fit for Lyning of Gentlemens Coats, as any that is made in any Countrey whatsoever, and no Person can be offended at it, because his Majesty, (for the encouragement of the Trade of his own people) is graciously pleased to Wear nothing but what is of the *English* make. The Statute for Burying in Woollen would have been of very good use, had it been executed, which (as it may be supposed) would in all this time have Consumed as much Wooll as there is at this time in *England*. And the way to have it put in execution, is to put the Administrator upon the proof of it. Therefore it would be necessary, that there were a Law made to enjoyn the Person concerned, to prove the same upon Oath before some Justice of the Peace, within one Moneth after the Burial, and that he hath a Certificate hereof under the Justice his Hand and Seal: And without this Certificate the Church-Wardens should forthwith put the penalty of the Law in execution. There is one thing more that would be no small addition to the advancement of this Trade, and that is to encourage Wearing of Flannel; There are some of the Gentry who have Worn it, do commend it exceedingly, saying, that it doth Wear as well and as soft, either in Shirts or Shifts, as any Linnen whatsoever. And the courser sort would be better then Linnen for the Poor, because they may Wear it a Moneth without Washing. Now if the People should take to the Wearing of this, it would unspeakably Advance Trade in this Kingdom.

SECT. IX.

Concerning the Causes of Impoverishing the Silk Weavers Trade.

NOW I have already shewed that the Importing of so many *French* wrought Silken Stuffs into this Kingdom, hath been one way to Impoverish this Trade, and that the Prohibition of these Commodities would be very necessary for the benefit hereof; I shall further shew in another place that the Hawking and Retayling of their Commodities are two other means that have also contributed towards the Marring this Trade. But besides these, there are two more, the one is the Engines of late invented, that do Weave only narrow Ribbands, and those so very sleight, that if ever Sales-men should be suppressed, they would be of no use at all; and for this Reason the Retayling Shop-keepers can hardly sell any of them. It is then very much against the common and general good, that a thing so useless should be suffered; seeing that by this means there will also be many hands of the poor that will want work.

Another thing that hath very much empaired this Trade is, that there are here and there a Silk Weaver or two (of late years) crept into some Cities and Market-Towns in *England*, who do employ such people that were never bound to the Trade. Now although what I speak of before (concerning License to set up any Trade that doth employ the poor) will hold good in this Trade also: yet in a differing manner, because in all other Trades that do employ the poor, they cannot effect their business without employing such as were never Apprentice to the Trade. As for Instance, the Clothier must employ the Spinner and Stockarder, that peradventure were never Apprentices to any Trade, else they could never accomplish their end. And it is the same in making of Buttons and Bone-lace, and the like. But it is not so in this Trade; for they that have been Apprentices to the Silk weaving Trade, and able to make more Commodities then can be easily disposed of. And the reason why there are such multitudes of this Trade is, because there hath not been for a long time any other but this, to place forth poor mens Children, and Parish Boyes unto; by which means the poor of this Trade have been very numerous, who can do nothing else almost, being bred up unto it from their youth. Therefore although it might not be against the common good, for any one to employ their Stocks in setting of these Weavers on work,

work; yet it would be ſo, if either they ſhould be ſuffered to Weave themſelves, or ſhould employ any other to Weave for them, that were never Apprentices to the Trade. Therefore it would be neceſſary that no man of this Trade live alone, and in a private place; But it would be much more for the profit and intereſt of the Maſters of this Trade, that they Cohabit and dwell together in ſome Eminent City or Town, which they might make not only the Seat of their Habitation, but alſo the Emporium and Seat of their Trade. And if *London* and *Canterbury* cannot contain all of this Trade, then there may be appointed ſome other place for them to live in.

1. The Reaſon hereof (beſides what is premiſed) is, becauſe a Market muſt be one way to Regulate ſome Abuſes in this Trade as well as in others, as ſhall be ſhewed at large in another place: Now a man or two in a Town, or two or three in a County, can never make a Market.

2. Becauſe this is a very great injury to the Whole-ſale Shop-keepers in *London*.

3. Becauſe they do prejudice the Retayl Shop-keepers alſo in thoſe Market-Towns where they do live. For theſe do many times Retayl their Commodities, and many are furniſhed by them that never ſerved any Apprentiſhip to any Shop-keeping Trade.

SECT. X.

Concerning the Woollen Manufacturer, and the Silk-Weaver, their Retayling the Commodities which they make.

NOW neither of theſe Manufacturers were wont formerly to Retayl what they made; which hath greatly empaired not only their own Trade, but many Shop-keeping Trades too. And if it may be thought that the Shop-keeping Trade is a conveniency to the people of this Kingdom, and for the general good thereof (as *I* ſhall prove hereafter) then it will not be expedient that the former ſhould be ſuffered. I have already ſhewed what did occaſion the Woollen Manufacturer to do this at firſt, *viz.* The great Abuſe they did ſuſtein by the Factors. And that which did at firſt occaſion it in the Silk-Weavers, was their own covetouſneſs. For they thought to advantage themſelves by ſelling their Ware to Countrey Chapmen, which made them go to their Inns in *London* where they ſold them their Commodities. Now ſo ſoon as the

Whole-Sale-Men did perceive this, then he did all he could to beat down the Weavers price, that ſo he might keep his Countrey Chapmen. Hereupon their Commodities were ſold far lower then before. Therefore many that could not ſell to Countrey Chapmen, fell to Retayling of their Wares which they did make. Yet neither of theſe Manufacturers did hereby advantage themſelves, becauſe for this reaſon none of the Shop-keepers would buy of them that did Retail, and they not finding ſale for their Commodities by Retail, ſufficient to maintain them, have been (many of them) hereby Reduced to very great Neceſſities.

Now the Silk-Weavers had no need at all to do this, becauſe they had before a very good price for their Commoditie, and many of them are ſo ſenſible hereof, that they do heartily wiſh that the Trade might be reduced again to the ſame ſtate that it was in formerly.

But to return to the Clothier, who will not have that occaſion to Retail his Cloth, if the abuſe of the Factors be Rectified. Yet there is one Objection concerning him, and that is this,

Obj. *If he ſhould not Retail his own Cloth, what ſhall he do with a damaged Cloth, that he cannot ſell at a Market?*

Anſw. I Anſwer, that for all ſuch damaged Cloth, and Remnants of Cloth, that will not paſs Sale at the Market, the Clothier ſhould not Retail theſe until they are Licenſed by the Officers of their Company, who ſhould view them, and if they find them not fit for the Market, they ſhould Licenſe the ſame Cloth, or Remnant of Cloth, to be Retailed, by putting the Seal of their Company at the end thereof in Wax.

And hereunto may be Added the injury that many Merchants do to the Shop-keeping Trade, by Retailing thoſe Commodities they adventure for. Inaſmuch as hereby Trade is brought out of its right Current. And to prevent this miſchief it would be neceſſary, that no Perſon whatſoever be admitted to Retail any Commodity belonging to the Shop-keeping Trade of buying and ſelling, that hath it at the firſt hand; not but that thoſe Shop-keeping Traders might Retail thoſe Commodities which they make, whoſe cuſtom hath been to do ſo time out of minde: Such are the Shoomaker, the Braſier, the Pewterer and the like.

SECT.

SECT. XI.

Concerning Hawkers that do Profer to ſell Commodities by Whole-ſale.

OF late years the whole Trade of this Kingdom is to Profer Commodities to the Buyer both by Whole-ſale and Retail, which hath much Empaired all Trades, becauſe there is a vaſt difference between *What will you give?* and *What ſhall I give?* Now I ſhall firſt inſiſt upon thoſe that profer their Wares by Whole-ſale, which are called Hawkers and which are not only the Manufacturers themſelves, but others beſides them, *viz.* the Women in *London*, in *Exceter* and in *Mancheſter*, who do not only Profer Commodities at the Shops and Ware houſes, but alſo at Inns to Countrey-Chapmen. Likewiſe the *Mancheſter*-men, the *Sherborn*-men, and many others, that do Travel from one Market-Town to another; And there at ſome Inn do profer their Wares to ſell to the Shop-keepers of the place.

That which did occaſion Men at firſt to Retail thoſe Commodities which they made, did at firſt occaſion this alſo, and is no leſs diſadvantageous then that was, not only to the Woollen Manufacturers and Silk-Weavers, but alſo to all the Shop-keeping Trades in *England*.

Now although at the firſt taking up of this Hawking way, there were ſome who did get Eſtates by it, there being then but few of them, by which means they took much more Money, and ſtayed for leſs time in a place, then now they do; but it is quite otherwiſe at this day, the number of them being much Augmented, by which means they take but little Money, and are forced to tarry long in a place, becauſe Men do not minde their going away; for if one be gone, be ſure another will quickly come. Whereupon ſome have ſtayed a Fortnight in a Countrey Market-Town; Nay, ſome Rug-makers have waited in *London*, abſent from all their buſineſs at home, almoſt three Moneths before they could Vend their Wares. And the Charge of Horſe-meat and Mans Meat is no leſs then before; So that by reaſon of their long abode in a place, it doth coſt theſe more now, then formerly it did them that took ſix times more money; whereby many of them are quite undone, and the reſt that remain, who are ſufficient men, are ſo extreamly wearied with this way of dealing, that they would be heartily glad (as many of them have confeſſed) if there were a Law to ſuppreſs them, that then Trade

might

might return into its old Channel, where it hath ran far better then ever since.

Moreover, this Hawking Trade doth utterly empair the whole-Sale Trade, in all the Cities and Market-Towns in *England*, but especially in the City of *London*, where are some Trades in a manner come to nothing, because Countrey-Chapmen do not buy of them now, scarce an eighth part of what they were wont to buy formerly.

And it is no less injurious to the Retailing Shop-keeping Trade in all Cities and Market Towns in *England*.

First, because they have been an occasion to many, that never served an Apprentiship to any Shop-keeping Trade, to set up the same, not only in Cities and Market Towns, but also in every Countrey Village.

Secondly, because when they have been Necessitated for Money, (as often they are by reason of their great Expences and their small Trade) to sell their Commodities by Retail, in the several Market-Towns where they have been, and that at as low Rates as they would sell by whole-sale, have hereby greatly imposed upon their Trades and themselves both. But hence may some raise these Objections following.

Obj. 1. *If this Hawking Trade be suppressed, what more convenient way can be found, for the Manufacturer to sell his Wares, and also for the Buyer to furnish himself with what he wants.*

Sol. There is no better way both for the Manufacturer to sell his Wares, and also for the buyer to furnish himself with what he wants, then at a Market. Of which conveniency I intend to Treat hereafter.

Obj. 2. *But if Hawkers be suppressed, the Shop-keepers will not have the convenience for the buying their Commodities then, as they have now.*

Sol. I answer, that most of the Shop-keepers in *England* are so sensible of the great wrong they have received from them, that they had rather Ride a hundred Miles to buy their Commodities, then they should be tolerated.

Obj. 3. *But if the Hawkers be suppressed, it will not be much the better for the Shop-keepers in Countrey Market-Towns; for then the* Londoners *and others will have Ware-Houses in places in the Countrey, which will be as injurious unto them as the Hawkers have been.*

Sol. For the prevention of this mischief to the Trade of the Countrey

Market-

Market-Towns; it would be neceſſary that all perſons were prohibited by a Law to have any Ware-houſe, or to keep any Factors or Servants to ſell Commodities for them in any Market-Town or City in *England*; ſave only there where they do live with their Family.

SECT. XII.

Concerning Trades-Men Breaking, and paying ſo little in the pound of their true Debts.

THis is a third thing that is very prejudicial, not only to the Woollen Manufacturer and Silk-Weaver, but alſo the Whole-ſale Shop-keeping Trade and Merchant. It will be in vain to inſiſt upon what hath been the Practice of many Perſons in this Kingdom, concerning their breaking and puting themſelves into the Kings Bench, paying little or nothing of their juſt debts; For this is too Notorious to the whole Nation: There are then four things that occaſion Mens breaking.

Firſt, ſome ſudden Contingencies as the Merchant may meet with. Great and ſudden loſſes at Sea; Or the Shop-Keeper may be utterly undone by ſudden Fire, or the like; In theſe Caſes there ought to be Mercy ſhewed to ſuch Poor Men; and it is much to be Lamented there is not a Way thought on to Raiſe Moneys to ſet them up again.

2. *The Want of Succeſs. Many a Man doth take a great deal of Care and Pains in his Trade, and yet all will not do, ſtill he goes backward in the World; yet this is not common and uſual, for God hath Promiſed to bleſs the Hands of the diligent; yet ſometimes it may ſo fall out. However, this man ought to be honeſt, and to make a Diſcovery of his Condition in time, leſt that he ſhould ſpend upon other Mens money; and he that is a careful, honeſt and induſtrious man muſt needs know when he is ſinking in his Eſtate.*

3. *Ill Husbandry is another thing that doth occaſion men to break; Some will ſpend their time in Drinking and Gaming, neglecting their buſineſs, until they are undone. And ſuch Perſons as theſe are ought to be dealt ſeverely with. For why ſhould they ſpend the money of other induſtrious men by their luxurious living.*

4. *A deſign of Gain is another thing which doth occaſion ſome men to break. They finde ſome have Got eſtates by breaking, and therefore they will do ſo too. Now we may conclude, that this man doth not deſerve leſs puniſhment then he that taketh a Purſe upon the High-way; for by the reaſon of this Mans pretended*

pretended honesty he is trusted, but so is not he that Robbeth upon the Road.

I judge therefore it would be of very great use and benefit to the Trade of this Kingdom, if there were a Law made to inflict some bodily punishment upon every one that should break for above one hundred pounds, and should not pay fifteen shillings in the pound of his true and just debts; and thus no man could be so suddenly undone by bad debts: For then men would not lose so much by three hundred pounds, as now they commonly do by two, nay, by one.

Object. *But many a man hath been brought low in the World, and yet have got up again.*

Answ. Grant there have been some that have got up again, who have not been able to pay full fifteen shillings in the pound. I say, admit there have been such black Swans, yet this is *Rara avis in terris.*-- And these are few in comparison of the many hundreds, who have not risen again after such a fall. Therefore there ought to be a severe Penalty inflicted on these, to compel them to discover their condition before it cometh to be at this rate with them. Besides, this is the more probable way of their Recovery. For hereby they will be out of debt, and their Creditors, by reason they shall lose so little by them, will certainly be the more kinde unto them. 5. I might also add one thing more that is the reason of the breaking of many men, who are of Retailing Trades, or at least of not paying their Creditors so timely as otherwise they might, who might have been Ranked among those mentioned in the first particular, to whom there ought to be shewed much Mercy and Compassion. Such are those Retailers that are encouraged to trust Persons because of their great Estates and Revenues, who do neither take any care, nor make any conscience of paying their just and true debts; who will keep the Tradesman from his Money, sometimes two or three yeares, although they have been importuned by him, both to his expences and loss of time. And although some will be so fair as to give both good words and Promises, yet these have been but miserable Evasions and Put-offs, as is evident, in that they never minde the Performance of them. But then again, there are others that are so far from giving good words, that they give altogether menaces and threatnings, which have made many a Tradesman afraid to ask for his own, for fear of a Stab.

And

And others there are, that will Pretend the Trades-man hath Cheated them in over-prizing his Commodities, and therefore he muſt ſtay longer for his Money, which is another ſhift. Whereas it is the Trades-man indeed that is cheated, in being forced to ſtay ſo long for his Money againſt his Will. For it is impoſſible that he that ſhall ſtay a Twelve-month for his Money, ſhall ever inhance the price of his Commodity ſo far, as to be ſufficiently recompenſed for ſtaying ſo long a time for it. All men I think will grant, that if the Trades-man hath ready money, two ſhillings in the pound is but reaſonable. Now then, if he doth ſtay a Twelve-month before he is paid, he ſhould have four ſhillings profit in the pound, if two years then ſix ſhillings in the pound, and ſo on, according to the time he ſhall ſtay for his money; becauſe it will eaſily appear, that more then ten in the hundred profit might be made in a year, with ready money in a Trade. But now it is next to an impoſſibility for any Trades-man to gain four ſhillings in the pound, unleſs it be in ſome hidden Commodities, ſuch as belong to the Apothecaries; and yet this in reaſon they ought to have, if they ſtay a Twelve-month for their Money. And if they can be no Gainer then, what will they be, if they ſhall ſtay two or three, nay, four years before they are paid. Aſſuredly, no man can poſſibly deny, but in this caſe a Trades-man muſt needs be a very great Loſer.

Further, it often hapneth, that after all this the Trades-man doth loſe his whole debt, if it be not paid before the Perſon is dead, for then the Heir doth Claim the Inheritance, and the Widow her Joincture, and there is nothing left to pay the debts but the Perſonal Eſtate, which is ſeldom more then a Coach and Horſes, and ſome Houſhold Goods, which will not pay ſometimes a tenth part of the debts. This is quite contrary to what was formerly wont to be. Then the truly Noble Gentlemen of this Kingdom, did eſteem it their great honour, to fulfil exactly whatſoever they had promiſed, although it had been never ſo much to their detriment and loſs. They would heretofore have diſdained thoſe Riglings and Shiftings which are uſed in our times: inſomuch, that if the Trades-man had their Promiſe, they might more certainly have depended on it, then now they may on their Bonds. And hence it was, that the Statute of Banquerupt did concern only Trades-men, becauſe all others

then were punctual to observe and to perform their word, and careful to pay all their just and true debts.

There are two things that probably would Remedy this, if it would not be thought too great a price of Presumption.

First, the first is this, *viz. That for all debts that are not paid within six Months time or thereabouts, after they are Contracted, the Debtor should afterwards be liable to pay the interest; And likewise if any die, whose Personal estate will not reach to pay all their debts, there may be in this Case by a Law Commissioners, that might be Authorised to sell, and dispose of so much of the Land, that was Possessed by the Debtor deceased, that will fully pay all the debts; and certainly this would be of no ill consequence to the Kingdom. For it would not only be a conveniency to Tradesmen, but in all probability might be an inducement to all Persons to take greater care to live within the Compass of their Estates.*

SECT. XIII.

Concerning Stage-Coaches.

THIS is another late Grievance which doth prejudice and injure all those Trades before premised. For were it not for these, there would be abundance more Cloth and Stuff, and trimming of Suites used and worn out, then now there is. And they do not only wrong these Trades, but many others also, as the Tailor, the Hatter, the Sadler, the Shooemaker and the Tanner; for, were it not for these Coaches, there would be far more of the Commodities used and vended then now there are. And they do not a little incommode all the Innes in all the Cities and Market-towns in *England*; for where are no Coaches frequenting the Innes, they have there little (if any thing) to do; and they who have them get no such advantage by them, being forced to take such under Rates for their Horse-meat, that the loss they thereby sustein, is greater then can be regained by the Guests which those Coaches do bring unto their Innes; and then the Owners of them do receive so little benefit, that many of late years have been utterly undone by them. And then they carry multitudes of Letters, which otherwise would be sent by the Post; And were it not for them there would be more Wine, Beer and

Ale

Ale drank in the Inn then is now, which would be a means to Augment the Kings Cuſtom and Exciſe; Furthermore, they hinder the Breed of Horſes in this Kingdom, becauſe many would be neceſſitated to keep a good Horſe that now keeps none. Now ſeeing there are few that are Gainers by them, and that they are againſt the common and general good of this Nation, and is only a conveniency to ſome that have occaſion to go to *London*, who might ſtill have the ſame wayes, as before theſe Coaches were in uſe, (which hath not been much above twenty years) therefore there is good reaſon they ſhould be ſuppreſſed. Not but that it may be lawful alſo to Hire a Coach upon occaſion; but that it ſhould be unlawful only to keep a Coach that ſhould go long Journeys conſtantly, from one ſtage or place to another upon certain days of the Week, as they now do. And ſince I am ſpeaking of the Innes, I ſhall relate one thing more that doth greatly incommode them, which is the great number of Ale-houſes that are ſuffered in all Cities and Market-Towns in *England*, in one of which is more Beer drawn, then in many Innes that pay ſix times the Rent that they do. Beſides, there are many poor men who do ſpend both their time and money in them, whilſt their Wives and Children are ready to ſtarve at home. And then, if ſo many were not ſuffered to run into this way, they would (it may be) get into ſome other, which might be more for the general good of this Kingdom, ſuch as the making of Linnen Cloth, Bone Lace, or the like.

Furthermore, the Innes are a great conveniency, common to the whole Nation, being neceſſary for the Refreſhing of wearied Travellers, and ſo ought to be encouraged. Beſides, they pay great Rents to many Gentlemen in this Kingdom, which muſt inevitably fall, if they meet with ſuch diſcouragements as theſe are. Now ſeeing it doth appear by what hath been ſaid, that ſo many Alehouſes are no way at all beneficial to the publick good, but many ways injurious to the ſame, then there is reaſon to ſuppreſs them; and I conceive there would be little leſs of Beer and Ale drank then now there is; for all ſufficient men that can bear the expence of their money and time, would then frequent the Innes upon all occaſions, as now they do the Alehouſes.

SECT. XIV.

Concerning the Shop-keeping Trades in this Kingdom.

THAT which hath been the Bane almoſt of all Trades, is the too great number of Shop-keepers in this Kingdom. For as it is Related by Mr. *Coke*, in a Treatiſe of his concerning Trade, that there are ten thouſand Retailing Shop-keepers more in *London* then are in *Amſterdam*.

Now the reaſon hereof is, Firſt, *Becauſe for many yeares there have been no other Trades but theſe to receive the Youth of this Nation.* Formerly, when the Cloathing Trade did flouriſh with us, there were many ſufficient Mens Sons put Apprentices to this Trade. Secondly, *Becauſe the Shop-keeping Trade is an eaſie life, and thence many are induced to run into it, and there hath been no Law to prevent it; or if there be any, it hath been very ſlackly executed, which maketh very many (like a mighty Torrent) fall into it, which hath been Verified for ſeveral years paſt, by many Husbandmen, Labourers and Artificers, who have left off their Working Trades, and turned Shop-keepers.*

And of *Quakers*, great Numbers of late years are become Shop-keepers; for if a man that hath been very meanly bred, and was never worth much above a Groat in all his life, do but turn *Quaker*, he is preſently ſet up in one Shop-keeping Trade or other, and then many of them will Compaſs Sea and Land to get this New-Quaking Shop-keeper a Trade; And if he be of a Trade that no other *Quaker* is of in the Town or Village, then he ſhall take all their money which they have occaſion to lay out and expend in his way, their Cuſtom being to ſell to all the World, but they will buy only of their own Tribe. Inſomuch, that it is conceived by ſome wiſe men, that they will in a ſhort time engroſs the whole Trade of the Kingdom into their hands.

And then again, there are ſome of the Silk-weavers, but more of the Clothiers, that deal in as many if not in far more Commodities then any Shop keeper doth, that hath been Apprentice to his Trade; for they ſell not only the Cloth that they make, but Stuffs, Linnen and many other things; and have ſuch wayes to put off their Commodities which the Shop-keeper hath not; for they will Truck them off for Shooes with the

the Shoomaker, for Candles with the Chandler, and ſometimes with the Butcher for Meat, and will make their Work-folks to take the ſame for their Work, (although there be an expreſs Statute againſt it) and then theſe Work-folks will ſell the ſame again for Money, to buy ſuch Neceſſaries which they want.

And it is not much better with them of the City of *London*, for there are many that do live in a Chamber, that do take twice as much Money as many Shop keepers do, who pay four times the Rent that they do, ſo that it cannot be imagined what an innumerable Company of Shop-keepers are in every place; and ſuch Practices as theſe have utterly empaired all Shop-keeping Trades in this Kingdom, which are Grievances never ſuffered in former times, being againſt the common good of the People of this Nation; And its deſired they were ſpeedily Redreſſed for theſe following Reaſons.

Firſt, Becauſe the Shop-keeping Trade is both a convenient and eaſie Way for the Gentry, Clergy and Communalty of this Kingdom, to Provide for their younger Sons, that ſo the Bulk of their Eſtates may go to the Eldeſt. For there are few younger Sons, who are Trades-men, that have much above one years Revenue of their Fathers Eſtate for their Patrimony. Now theſe being kept cloſe to buſineſs in the time of their youth, do many of them come to be ſober and induſtrious men; and with this ſmall Portion to live a little Anſwerable to the Family from whence they deſcended, being ſerviceable in their Generation both to their King and Countrey, and many times keep up the Name and Grandeur of their Family, when their Eldeſt Brother by his vitious and intemperate Life hath loſt it. And oftentimes it proveth Advantageous to their Daughters too; for it doth frequently happen, when the Gentry die, that they leave but ſmall Portions to their Daughters, ſcarce ſufficient to Prefer them to Gentlemen of great Revenues, (Parallel'd to their Families) yet nevertheleſs may be thought worthy and deſerving of Trades-men, who are the younger ſons of Gentlemen, and by their Matching with ſuch as theſe, do come to live a little ſuitably to their Birth and Breeding.

Indeed the Innes of Court and the Univerſities, muſt be acknowledged to be both of them Places fit for the Preferment of younger ſons; but every one hath not a *Genius* capable of Learning thoſe Noble (yet abſtruſe)

ſtruſe) Sciences, there taught and profeſt, who notwithſtanding are capable enough of a Shop-keeping Trade. Beſides, if every one were fit for either of theſe, yet they would not ſuffice to receive a third part even of this ſort of youth, and then what ſhould be done with the reſt? Should they be brought up to no Employment? but be left to the Extravigancy of their youthful luſts, to commit ſuch impieties and debautcheries which may juſtly entitle them to the Compellations given by *Auguſtus Cæſar* to his leud Children, *viz. To be Called the Botches and Biles of their Family?* As it is obſervable in thoſe Countreys where the Gentry diſdain to place forth their Children to Trades, who therefore turn very diſſolute and vitious, and no way ſerviceable (in times of Peace) in their Generation, either to their King or Countrey where they live.

Secondly, becauſe Shop keepers by Reaſon of their Education, were never uſed to labour, and ſhould their Trades be deſtroyed by theſe meanes, they will not know how to maintain themſelves and their Families; but they that have been bred to work, may labour in any other Employment, if that to which they have been bred will not maintain them.

Thirdly, Becauſe this hath Rendred the Shop-keeping Trade to be unprofitable, like unto many unſtinted Commons that no body is the better for. Now where there is no Order or Rule there muſt be Confuſion; as it is in Trades at this time. And yet there is Order and Rule obſerved in other Vocations, and why not ſo in this? The Miniſter muſt not Preach until he is Ordained; The Lawyer muſt not Plead before he is Called to the Barr; The Chyrurgion muſt not Practice before he hath his Licenſe; Neither can the Midwife Practiſe before ſhe hath her Licenſe too: *And therefore why ſhould any ſet up a Shop-keeping Trade, before they have been made free of the ſame.*

This is one Reaſon why ſo few Apprentices, after they come out of their time, do get into the World, or can make any benefit of their Trades. Wherefore it concerneth all whatſoever, whether Gentlemen or Clergy-men, to be very ſolicitous for the Preſervation of this way of life, which is ſo conducing to the Preferment of their Children.

Fourthly, becauſe it will Coſt a round Sum of Money, before a Child can

be

be ſetled in any Shop-keeping Trade. Firſt, To breed him at ſchool and to make him fit for the ſame. Secondly, To place him forth to the ſaid Trade when he is fit: Which will coſt in a Countrey Market-Town, not leſs then fifty or ſixty pounds, but in London *upwards of an hundred; ſo that theſe Trades do ſeem to be purchaſed, and that not only with Money by the Parents, but with a Servitude alſo by the Son.*

Therefore as I conceive, they ought to have the properties of their Trades confirmed unto them, even as other men have the properties of their Lands confirmed unto them: That is, that no Perſon do ſet up any Shop-keeping Trade, unleſs they be made Free of the ſame. And if any ſhould plead, that it might be lawful for one man to uſe anothers Land as his own for a Livelyhood, he would preſently be accounted a Leveller and a Ridiculous Fellow: And certainly no leſs can he be accounted, that ſhould argue it might be lawful for one man to uſe anothers Trade. For this Trade is bought with the Parents Money, and the Sons Servitude, and intended for a future Livelihood for the Son in the ſame manner as Land is bought by the Father, and ſetled upon the Child for his future Livelihood and comfortable ſubſiſtence.

Object. *But it may be Objected by many, that a reſtraint herein doth hinder Ingenioufneſs, the end of that liberty hitherto impleaded.*

Anſw. I anſwer, the end by theſe oppoſers chiefly intended, is herein altogether fruſtrated, *viz.* A further improvement of the Shop-keeping Trade, which (beyond controverſy) cannot be more improved then it is already, and therefore an uncontrouled liberty of undertaking theſe Trades upon this account, doth (as I conceive) rather pervert the operations of a pregnant Wit and lively Phantaſie, which might be better exerted in other employments, that are fitter ſubjects thereof, yet abundantly more conducing to the publick good; ſuch are Mechanick Trades, and others, (that may ſet the Poor more on work) by inventing Artifices and wayes for the making ſuch Commodities here, which are now bought beyond Sea, and brought to us from thence, where they are made. But I fear any thing of ſo good conſequence

will ſcarce be effected, whileſt this Liberty of turning Shop-keepers is permitted to all Perſons promiſcuouſly. Indeed the Parliament made an Act to encourage the Making of Linnen Cloth, but for this Reaſon there are few or none who have Medled with it.

Obj 2. *But ſome may ſay, ſhould the Gentry be encouraged to put their younger Sons to Trades, it might have a bad Aſpect on the Safety and Weal of the Kingdom, as may appear from the benefit the* French *receive by a contrary Practice, who inſtead of making them Apprentices, invite them to the Camp, by which means the* French *King hath alwayes multitudes of brave Souldiers, both for Valour and Conduct.*

Anſw. I grant, that if the *French* had not this way, they would never have an Army of any Note for Proweſs and Courage, but would be as faint-hearted and low-ſpirited as Women; Neither could they have Alarm'd all *Chriſtendom*, as of late. The Reaſon is this, there are in *France* but two ſorts of People, *viz.* The High Gentry, and the poor Peaſant; Now theſe latter are alwayes Enſlaved by the former, and thereby ſo much diſ-ſpirited, that they ſeldom prove ſtout and reſolute Souldiers. And hence it is, that they have not had one Pitched Battel in all the time of the late Warres; but on the other hand the *Engliſh* are of better Metal, for whileſt they are well paid, and preferred according to their Merits, there will be in them no want either of Courage or Conduct. As may appear by the late unhappy Warres, where there were many, and ſome of them but of a very mean Extraction, that were as Eminent both for Courage and Skill in Military Diſcipline as any ſort or degree of Men whatſoever. But this is altogether deſtructive in the Time of Peace and Tranquillity, which is moſt for the good of Mankinde, and chiefly to be deſired. For ſo many younger Brothers being out of all Employment for a Livelihood, do occaſion great Miſchief to a Countrey, either by Robbing, or by Inſurrections, (which is worſe,) and therefore the *French* King is always engaged in Wars, either Inteſtine or Foreign.

And

And it would be worſe with us than it is with them, becauſe the middle men of this Kingdom have plenty of children, and ſo have the Clergy, and were it not for the conveniency of trade to diſpoſe of them, it would be impoſſible but that there would be great confuſion. Now in *France* there are no middle ſort of men to have children, and the Clergy have none, at leaſt that they care for owning; ſo that it is manifeſt to all, by theſe reaſons before premiſed, that it is much againſt the general good of this Nation, that ſuch liberty ſhou'd be permitted in the Shopkeeping Trade as now there is. But what way may be thought of to remedy the ſame? Now to this end I ſhall ſuggeſt ſome particulars that may be eſteem'd neceſſary; firſt for the ſetling of a right order herein, and afterwards for continuing the ſame when once eſtabliſhed. For the ſetling of the Shopkeeping trade,

1. It would be neceſſary that all perſons do prove (before ſome appointed for that end) that either they have been Shop-keepers fifteen or twenty years, or that they have been Apprentices to ſome Shopkeeping trade of buying and ſelling, and not to a working Shopkeeping trade, as is a Shoomaker, a Pewterer, or the like; neither would it be neceſſary, the Son ſhould be of any ſuch trade, unleſs it could be proved, that the Father had ſerved an apprentiſhip to the ſame. So that if the Father be free only of a working trade, the Son alſo ſhould be free only of the ſame; unleſs he hath ſerved apprentiſhip to another trade and maſter; yet with this caveat, that there be not too great ſtrictneſs uſed in this proof; becauſe many men that have truly ſerved their apprentiſhip, may have loſt their Indentures, or their maſters may be dead; therefore if any perſon concern'd can bring any one that will ſwear, that he did know, and was familiarly acquainted with the ſaid apprentice, at the latter end of his time, when he lived with ſuch a one as his reputed apprentice, and that he never did hear or know any thing to the contrary, but that the ſaid perſon did ſerve out his full time, that then this proof ſhould be ſufficient.

3. That upon this proof, the party concern'd ſhould have a

certificate of his freedom of the particular trade that he is free of; but without this proof and this certificate no perſon ſhould be permitted to keep any wares in any Shop or Warehouſe, or be of any Shopkeeping trade whatſoever.

4. That in all the Cities and Market Towns in *England*, the Shopkeepers do all they can at the firſt ſetling of Trades to diſtinguiſh the ſame, as much as may be one from another. It is true, cuſtom formeth Trades, and in ſome few places, they are hereby very well diſtinguiſhed already; yet in many places they are not. And although every trade cannot be diſtinguiſhed as they are in *London*, yet in many places, they may come near it, eſpecially in ſome eminent Cities, and Market towns, as *Oxford*, *Salisbury*, *Northampton*, and the like; and we may inſtance farther in *Marlborough*, a little Town, (in compariſon of theſe) where they almoſt have this diſtinction, and live better upon their Trades than they do in more noted places, where their trades are not ſo diſtinct: for in theſe latter, many Shop-keepers do not get ſo much by their trades, as ſome Workmen do by their labour; the reaſon is clear; for if a man hath not a very great ſtock he cannot be ſufficiently furniſhed with the commodities belonging to ſo many Trades. Yet there are few places of eminency, but may admit of theſe Trades as ſeveral and diſtinct, *viz.* A woollen Draper, a Linnen Draper, a Mercer that may alſo ſell all ſorts of Silver and Gold Lace, and ſilks and butons, and all other ſilken wares that are for trimming either to mens or womens cloths; a Milliner, who ſhould not be ſuffered to cut any wrought ſilks as the Mercers do, but only to ſell them in Hoods and Scarfs ready made; the Semſterer, who ſhould alſo ſell Linnen only in things ready made; the Upholſterer, the Ironmonger, the Bookſeller, the Apothecary, the Grocer, and the Chandler, who might ſell Bacon and Eggs, Butter and Cheeſe, Oat-meal, and Salt, Fiſh and Fowl, Poultrey, and Rabbets, Muſtard, and Verjuice, Hops, Brooms, Maps and Bruſhes. I have named all the Commodities that may belong to this trade, becauſe I find it in no place

diſtin-

ſtinguiſhed, and which would in moſt places be a good Trade. The Tallow Chandler, who might not only make and ſell Tallow Candles, but Wax Candles alſo and Torches, who might ſell all ſorts of Glaſſes, and Bottles, Crochery and Earthen ware. The Haberdaſher of Hats, in regard that Women of late years do not ſo commonly wear Hats as they were wont formerly, may be allowed to make their Hats, and ſo may their Trade be as good as moſt Shopkeeping working trades. The Bakers trade would be much bettered, if none but they were permitted to retail Meal, and that they did retail alſo all ſorts of Grain. And when trade is once diſtinguiſhed, it would be neceſſary to preſerve it ſo; which muſt be by hindring others to deal in ſuch commodities that do properly appertain to another trade. This would be a very great advantage to young men, that have but ſtock enough to compaſs one trade, and none can in reaſon be againſt it; ſave only ſome overgrown Tradeſmen, that have ſtock enough to engroſe many Trades.

5. That all Apprentices who are now in that condition ſhould have their Indentures regiſter'd, that it might be known what trade every one is bound to, and how long they have to ſerve of their time.

2. And to the end that this good order may continue in the Shopkeeping trade, and that there might be other things thought of for the regulating the ſame, it would be neceſſary that all Trades were in companies; of the great conveniency whereof I do intend to treat at the latter end of this Book.

Obj. But if no perſon ſhould be permitted to ſell any commodity that belongeth to the Shopkeeping Trade, but Shopkeepers only, then what ſhall the Clothier do with ſuch commodities that he receiveth in truck for his Cloth.

An. If the Clothier be convenienced in ſelling his Cloth, then he will not be ſo much expos'd to truck it as he was before; but however, if he do at any time truck his Cloth for any of the Shopkeepers commodities, that then it ſhould be lawful for him to

ſell the ſame in groſs, and by whoſe ſale, to thoſe that are of the Shopkeeping trade, but not to buy and ſell it as the Shopkeeper doth.

SECT. XV.

Concerning Taylers and others being Sales-men.

THis is another thing that doth add to the great number of Shopkeepers, which was never wont to be formerly; for although a Merchant-Tayler is a very ancient Trade; yet, it is ſuppos'd that either they themſelves did tranſport thoſe garments that they made, for which reaſon they were call'd Merchants, as well as Taylers; or elſe they ſold many Garments together, by whole ſale to them that did tranſport them; but not one ſingle Garment at a time, as now our ſales-men do; for if ſo, then there would have been many of this Trade in *London*, long before the memory of any man now living; but its far otherwiſe, for many remember when there were no new Garments ſold in *London*, as now there are, only old Garments at ſecond hand.

Now this new Trade hath ſpoiled many other Trades, but eſpecially the Woollen Draper, and the Mercer, which were formerly ſuch Trades, that the moſt ſufficient men in the Kingdom did place their ſons unto; and the Tayler they have alſo ſpoiled, which was, and which would be again, a far better trade than the Sales-man is now if they were ſuppreſſed; which is as uncertain a trade as any is in the Kingdom; and there be more that do fail in this trade, than in any other whatſoever, that makes all men very cautious to truſt them. And the reaſon hereof is; 1. Becauſe they are obnoxious to looſe not only by old faſhion ſtuffs, but by old faſhion Garments too.

2. Becauſe many of them ſet up with little or no Stocks, that they are often forced to ſell for little or no profit; nay ſometimes no loſs, for ready Money to anſwer their Creditors. *Obj.*

Obj. But Garments bought of them are abundantly cheaper than thoſe bought at the Shops, and made up by accuſtomed Taylers, as they are called.

Sol. This is ſo in appearance only, and not in reality; for ſhould they work up their ſale Garments with as good Cloth, or Stuff, as is bought at the Shops, and put in as good Linings, and beſtow as much workmanſhip therein, as the cuſtomed Taylers do, then they could not be cheaper. But the reaſon that they appear ſo cheap, is, becauſe the ſtuff they uſe in the ſale Garments, is ſo very ſleight, that no body would buy the ſame in the Shop; and becauſe the Linings are very ordinary, being often taken out of old Garments: and farther, they make up that in a day, that the cuſtomed Tayler doth not make up in four days at the leaſt.

Obj. I know there are ſome that will ſay that they do buy their Commodities cheaper than the Shopkeepers do, and therefore it is that they do ſell cheaper.

Sol. But this is a very great miſtake; for there are no men that do generally buy their wares worſe than they, and that for thoſe reaſons before premiſed.

But admit that they did ſell cheaper (which as I ſay in reality they do not) yet they are a great hinderance to the common and general good of this Kingdom which ſhould be chiefly prefered, for hereby is loſt a greater conveniency than is gained by it; *viz.* three ſubſtantial Trades for the preferment of the Youth of the Nation, for one that is not near ſo good, as the meaneſt of the three, if this were away. For admit that a Gentleman of four or five hundred pounds a year, ſhould ſave twenty or thirty Shillings a year, by his buying of the Sales man, (which as I conceive, might be the moſt that any ſuch perſon can ſave by it) yet they cannot be ſo great a benefit to him as is the conveniency of two ſubſtantial Trades for the preferment of his younger Children; ſo that it will conſiſt with good reaſon to ſuppreſs them, ſeeing they are ſo injurious to the common good of this Kingdom. And few of them would be prejudiced by it, becauſe moſt of them

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are Taylers, and ſo they may be ſtill, and others that are not ſo, may be permitted to take up any other trade that they can manage.

SECT. XVI.

Concerning Pedlers, and petty Chapmen.

THeſe are ſuch that do proffer wares to ſale by retail either by crying it in Cities and Market Towns, or by offer-doing it from door to door all about the Countrey, and which Sh greatly add to the number of Shopkeepers; for they carry their keops at their backs, and do ſell more that way, than many Shop-*b* epers do in their Shops, which is not only a prejudice unto them, ut (if they are ſuffered) will (in time) be the utter ruin of all he Cities and Market Towns in *England*, for of late there is not any commodity to be named, and that can be any way ported, but that the Pedler doth carry all about the Countrey to ſell; that people (after a while) will have little or no occaſion to come to the Cities and Market Towns for any thing. This alſo was not wont to be formerly, and ought not to be now, as will appear if it be conſidered how much in theſe following particulars, the Shop-keepers are beneficial to the Common-wealth of this Kingdom; and in how few of theſe the Pedlers are beneficial unto the ſame.

1. The Shop-keepers do bear a very great proportion in all the Taxes of this Kingdom, whether Parochial or National; but the Pedlers do pay little or no Taxes at all: and if in this great Tax that is expected to come forth this Seſſions of Parliament, they were to bear no more proportion thereof than the Pedlers, it may be queried where it might be ſo eaſily gathered.

2. The Shopkeepers do bear likewiſe all manner of offices, whether Parochial, or National, which are very expenſive unto them; but Pedlers bear no offices at all.

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3. The Shop-keepers do pay great Rents for the houſes that they live in, which are more certain Rents to the Gentry than their Lands; but the Pedlers pay little or no Rent at all, for moſt of them do lie in Barns. And if the Rents ſhould fall in Cities and Market-Towns in *England*, as they do in moſt places, eſpecially in the City of *London*, they are never like to be rais'd again by Pedlers.

4. The Shop-keepers do keep good houſes, and do relieve the poor at their doors, ſpending abundance of meat, and other of the Farmers commodities in their families, for which they do always pay ready money; but the Pedlers are ſo far from being beneficial to the Common-wealth in this particular, that they are burthenſome unto the ſame; for they beg the moſt part of their Victuals, and the Countrey people (when the men are in the Field, and there hath been none at home, but Women and Children) have been forced to relieve them for fear of being miſchiefed by them.

5. They and their families do wear out abundance of Cloths, which doth promote the trade of the Nation, but it is very little advance of any trade that the Pedlers do make herein, for their Cloths do differ little from Beggars; and did they wear better, yet they could not wear out much, becauſe few of them have Families to do it.

6. The Shop-keepers Trade is eſteemed creditable enough, for the preferment of the beſt mens ſons in the Kingdom, next unto the Nobility, but ſo is not the Pedlers trade; for ſurely ſufficient men would diſdain to have their ſons Pedlers, and to wander about the Countrey like Vagabond Rogues as they do.

7. The Shop-keepers being ſufficient mens ſons, and being ſoberly, and religiouſly educated, they come to have (for the moſt part of them) ſuch principles in them, that they deteſt to uſe any indirect way in their dealings. And if they had not this inward principle, yet the conſideration how Prejudicial any ſuch thing would be unto them in their Trades by reaſon of their fixed habitations

bitations, doth make them to do that which is right and juſt in their dealings. But neither of theſe can rationally ſway the Pedlers, becauſe their education uſually is very baſe and vile, being (for the moſt part of them) wanderers from their youth, an imployment that few ſober men do meddle with, ſo that no man knows whether they have any principle of Religion, yea or no, for it is ſeldom that any of them,are ever ſeen at any Church whatſoever: and then they being Wanderers, makes them bold to uſe any indirect ways in their dealing, when they have an oppertunity; for when they have done, and taken their money, away they are gone into another Country, and are ſeen no more in that place.

And this is the reaſon that they do often ſell one thing for another, as Callico for Holland, and do ſell that by the yard, that is uſually ſold by the ell, and do often make leſs than meaſure, extreamly, cheating the ignorant Country people in the price of their commodities by their asking ſometimes three times the price more than they can afford them.

8. And as the Shop keepers are ſeldom guilty of any indirect ways in their dealings; ſo much leſs are they at any time guilty of any fellonious actions. But this cannot be ſaid of the Pedlers, who very often are arraigned at the Bar for breaking open houſes, or ſuch like things as theſe are, having by reaſon of their ſelling of Wares, acceſs to all mens houſes, and ſo do know the weakeſt part of every mans houſe; and if they are not actors herein themſelves, yet they are able to inform any other perſon who hath a mind to do it, which (doubtleſs) they do, as hath been acknowledged by ſome that have been arraigned for this thing and then they are the receivers of all the ſtollen Goods, both of the Town, and the Country. Sometimes that which is ſtolle from Shop keepers in Market Towns upon their Market, and Fair days when they are buſy; and ſometimes that which is ſtolle from Country people, when their Linnen is hanged abroad to dr upon Hedges or other convenient places.

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I ſhall not inſiſt upon ſhewing wherein it is that they are prejudicial to the Shop-keepers, for this is obvious to every man already, how they do come into any place where the Shop-keepers Trade doth lie, and there do take moſt of the ready money of their cuſtomers, whilſt Shop-keepers commodities lie by them, and braid at home. And by this means they ſell but little, (unleſs any one do want to be truſted) for they ſeek no further than their Shops for a trade, depending upon the people that ſhall come unto them, that do live within ſix or ſeven miles of the Town where they do live.

I might add many other arguments for the ſuppreſſing of them, were not theſe (already mentioned) ſufficient.

Obj. But many will ſay that they do ſell cheaper than the Shop-keepers will, becauſe either they do buy their commodities cheaper, or elſe they do ſteal the cuſtoms, and ſo may afford them cheaper.

Anſ. This is impoſſible, except they be ſuch commodities that have been ſtollen; for no man reaſonably can apprehend, but that the Merchants will ſell as cheap to the Shop-keepers as they will to the Pedlers; becauſe if at any time they do want their money, they do know where to find the Shop-keeper, both him and his eſtate; but ſo they do not the wandring Pedler, neither him nor his eſtate. And then I ſuppoſe their ſtealing of cuſtom will be no argument for their toleration.

Now if the Shop-keepers do buy as cheap, then they will ſell as cheap as they; and there is no Shop-keeper whatſoever, but but will ſell any ſuch commodity that the Pedlers do ſell, for a peny in the ſhilling or two ſhillings in the pound profit for ready money; and if they do ſell for leſs profit, it can hardly be diſcerned by the buyer: And if they ſhall ſell their commodities for leſs than it coſt them, this can be no argument for their toleration; becauſe hereby they may impoveriſh thoſe perſons that they do deal with, as already they have, and ſuch that have been reputed to be with 20000 *l.*

Obj. But ſhould they be ſuppreſſed, what ſhall ſo many thouſands of them do for a livelihood?

Sol. That for thoſe that are Scotch men, it doth little concern us, they being people of another Countrey: And for thoſe that are Engliſh men, there are few of them but were Labourers before they were Pedlers, and ſo they may be again, ſhould they be ſuppreſſed. There are two more objections which I refer with their anſwers to the next Sect.

As touching the way whereby to ſuppreſs theſe ſort of men, I deem there need no other than the Law that is already in force, only it would add more ſtrength to the Law, if the Statute of the 39*th* of the late Queen *Eliz.* were interpreted by the Parliament, to be meant of all perſons whatſoever that ſhould either cry the ſelling any wares in any City or Market-Town, except victuals only, or that ſhall wander about the Countrey, offering their wares to ſell at the ſeveral places where they ſhall come.

SECT. XVII.

Concerning petty Shop keepers living in Country Villages.

THis is another thing that (as well as Pedlers) doth greatly increaſe and add to the number of Shop-keepers, and doth likewiſe contribute towards the ruining of the Cities and Market-Towns in *Englaad*, and which was never wont to be formerly; for now in every Country-Village where is (it may be) not above ten houſes, there is a Shop-keeper, and one that never ſerved any Apprenticeſhip to any Shop keeping Trade whatſoever; and many of thoſe are not ſuch, that do deal only in pins or ſuch ſmall wares, but ſuch that deal in as many ſubſtantial commodities as any do that live in Cities and Market-Tows, who have not leſs than 1000 *l.* worth of Goods in their Shops, for which they pay not one farthing of any Tax at all either Parochial or National.

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Certainly all men muſt needs apprehend, that if this, and Pedlers be ſuffered, that Cities and Market-Towns muſt needs be impoveriſhed, becauſe then there will be little occaſion (I ſay) to bring the Countrey people to them, the which hath happen'd in a very great meaſure already; for in ſome places there is not a fifth part of the money taken by the Shop keepers as was formerly, and in many places not half, and in ſome particular trades there is (as may be made appear) 25000 *l.* ſtock made uſe of leſs than there was heretofore. And there are theſe ſeveral reaſons following, why it is neceſſary that Market-Towns and Cities ſhould be encouraged and upheld in their trades.

1. Becauſe the people that do live in Cities and Market-Towns, do depend wholly upon a trade for the maintenance both of themſelves and their families: And if their trade be taken from them by ſuch waies as theſe are, they will be at a very great loſs to know what to do, becauſe they were never bred to any thing elſe; yet ſo it is not with thoſe that deal in Villages, who have been bred in ſome other way. And they have, or may have ſome other way of living beſides the Shop-keeping trade.

2. Becauſe if Cities and Market-Towns be impoveriſhed, then the general part of the people of this Kingdom will loſe that neceſſary conveniency before-mentioned for the preferment of their children. And this is one reaſon that when many Parents have been at great charge in placing forth their children to trades in Cities and Market-Towns, and the children have faithfully ſerved out their full time, that after all, they are but little the better for it, becauſe Pedlers, and Shop-keepers in Villages, ſuch that never ſerved any Apprenticeſhip to any Shop-keeping trade, do intercept a very great part of the trade from coming to them.

3. This will be a great means to depopulate not only the Cities and Market Towns, but alſo the whole Kingdom; for when men can find little or no incouragement in their trades, then they will endeavour to tranſplant themſelves into other Countries, where they may have better incouragement, by which means we ſhall

loſe our people; whereas (in the opinion of many wiſe men) we do already want more people in *England* than now we have: there being very great numbers that have gone, not only into our own Plantations, but into *Holland*, and ſetled there.

4. If Cities and Market-Towns be impoveriſhed and depopulated, then there will not be raiſed out of them that proportion of all manner of Taxes as now there is; ſo that the burthen hereof will be the heavier upon lands and revenues in the Countrey. And it will be a very great diminution of all thoſe ſtanding taxes, that the Cities and Market-Towns do bear the only, or at leaſt the greateſt proportion, as they do in the exciſe of Beer and Ale, for little is gathered any where elſe: And the Farmers of the Exciſe are alwaies ſenſible of the ebbing and flowing of trade, whoſe Exciſe doth ebb and flow accordingly. And then if Cities and Market-Towns grow poor, the Chimney-money will never increaſe thereby. The gatherers of this Tax are able to give an account what multitudes of Paupers are exempted by certificates in Cities and Market-Towns in *England*; and yet notwithſtanding there be many do pay, who had need alſo be exempted.

5. If Cities and Market-Towns be impoveriſhed, and depopulated of their wealthy and rich inhabitants for want of trade, the great and numerous poor that are in moſt of them will want to be relieved, which is a burthen that doth lie very heavy upon them already; for in ſome Market-Towns there are many that are not worth much above a hundred pound ſtock, which do not pay leſs than ten ſhillings a year towards the relief of the poor; which is ſuch a burthen, that if it lay upon the Countrey Farmer, it would much weaken him in the paying of his rent. Now if the poor ſhould not be relieved, what can be expected, but that ſwarms of them would go into the Country for relief, as already they do in many places? And when the ruder ſort cannot get enough by begging, they will by pilfering and ſtealing. So that the conſideration of theſe poor, and the many younger Brothers that will be out of any way of living, with the like contingencies, will admi-

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niſter juſt occaſion to any wiſe and intelligent perſon, eaſily to preſage the misfortunes and miſeries that will hereupon neceſſarily enſue throughout this Kingdom.

6. If Cities and Market-Towns be impoveriſhed and depopulated for want of a trade, then what will the Countrey-man do to have money for all his commodities, as his Butter, his Cheeſe, his Cattel, his Wooll, his Corn, and his Fruit? the Shop-keepers in the Countrey Villages will yield but little help in this caſe, and the Pedlers much leſs. It is manifeſt, that the people living in Cities and Market-Towns, conſume all theſe commodities of the Farmers, and do help them to ready money for the ſame; by which means they have wherewith to pay their rent, and ſerve their other occaſions; and it is impoſſible for them to ſubſiſt but by this way. So that in all reaſon this kindneſs ought to be reciprocal, and when it is ſo, it is the better for both; for it cannot be ſuppoſed that tradesmen in Cities and Market-Towns ſhould ever hold out, to buy the Farmers commodities, and help them conſtantly to money for them, if they ſhould alwaies go home, and lay out little or no part thereof again with them.

7. If Cities and Market-Towns be impoveriſhed and depopulated for want of Trade, the Kingdom may then be obnoxious to its enemies upon all occaſions: For theſe uſe to be the fences and bulwarks of a Countrey, inſomuch that in ſome other Countries they are ſo far from admitting of Trades-men to live in Villages, that their Gentry do not live there, but in the great Cities and Towns; by which means they have greater Towns than we generally have; and moſt of their Towns are walled, and ſo are not only able to reſiſt an enemy, but alſo upon all occaſions to ſuccour and ſave thoſe that ſhall fly unto them.

Furthermore, the Kings of *England* have been alwaies furniſhed with men for their Wars out of the Cities and Market-Towns of this Kingdom; and the greater trade there is in any place, the more people commonly there are in that place: Therefore it concerns this Kingdom to have Trade promoted and encouraged in Cities

ies and Market-Towns, that ſo we might have people enough at all times to reſiſt an enemy that ſhall oppoſe us. Beſides, poor and beggerly Cities and Market-Towns are a very great diſparagement to a Country, but the contrary is a great honour: For what more graceful to a Kingdom than the many rich and wealthy Cities and Towns therein? for this reaſon, as well as for all thoſe already mentioned, all perſons that are of publick ſpirits, ſhould do all they can to advance them, by encouraging of their trade; and no one way can do it more effectually, than to ſuppreſs thoſe that do take their Trades from them.

I might add here alſo, that many of the houſes in Cities and Market Towns do belong to many Gentry, and therefore they ſhould be concerned for the encouragement of Trade therein, becauſe thereby they will advance their own revenue. But this particular I have mentioned already under another head.

Obj. But theſe and Pedlers are a very great conveniency to the Countrey people, who have the opportunity of buying their commodities at home.

Anſ. 1. If any perſon is ſo in love with this conveniency that he is unwilling to part with it, then it is pity that the ſaid perſon had any other way but this for the vending both of his own, and Tennants Country Commodities.

2. There are very few of the Gentry in this Kingdom, but who have Horſes and Servants, and ſo can ſend to a Market Town at any time, for any thing that they ſhall want; and for others there are few in *England* (eſpecially within 80 or 100 Miles of *London*) but they may either go or ſend thither two or three times in a Week. Formerly people had not this conveniency, and yet then they did well enough; for if they do not depend upon the having of any ſmall thing at home, they will be ſure to remember, to have all that they want, when they either go or ſend to a Town.

However, if there be any ſuch place, that is ſo remote from a Town, that they cannot ſend to it, without too much trouble, there

there a Shop-keeper may be allowed to ſet up, alwaies provided that he hath a certificate of his freedom of ſome Shop keeping Trade; and that the place where he ſhall ſet up in, be eight meaſured Miles from any Market Town, which is hardly ſix by computation.

Obj. 2. But theſe and Pedlers do occaſion more Wares to be ſold, than otherwiſe there would be.

Sol. If theſe and Pedlers be ſuppreſſed, then the people in the Countrey will frequent the Towns more, which will encourage the Shop-keepers to be better furniſhed than now they dare to be; and doubtleſs they will be as ingenious and as dexterous (though perhaps not ſo impudent) as the Pedlers to put off their Commodities; and people when they are in Town, will be apt to buy more than now they do, that they may not want when they have occaſion; and ſo by this means abundance of Wares may be uſed more, becauſe having thereof by them, they will be apt to ſpend the more; ſo that there will be little in this; beſides, admit that theſe and Pedlers do promote the ſale of ſome ſmall trifles, yet they hinder the ſale of thoſe Commodities, that do more concern the publick good and intereſt; for if they be ſuppreſt, then people would frequent the Towns more, which will occaſion more of Beer, and Ale, and Wine to be ſpent than now there is, which will advance both the King's Cuſtoms, and his Exciſe.

Obj. 3. However ſome may ſay, it may be neceſſary for people in the Countrey to ſell ſome ſmall things, as pins, and the like.

Sol. That under this pretence many will ſell all other things, as hath been already ſhewed; and if men were of ſuch publick ſpirits to endeavour to promote the trade of Cities and Market-Towns indeed, then it would be neceſſary that there were no trades permitted out of them, but ſuch only that the Countrey cannot be without; ſuch as a Black-ſmith, a Plow-wright, an ordinary Carpenter, and Maſon, a Cobler, and a botching Taylor, fit only to mend and make the childrens clothes: Neither would it be neceſſary that any Ale-houſes in the Countrey be allowed to ſell any Wine,

Wine, or that they have any Bowling-green, or any thing elſe that might hinder the Gentry from coming to Market-Towns.

And as Shop-keepers in Villages, are a very great injury to Market-Towns, in the Countrey, even ſo are they to the City of *London*, that have (ſince the fire) ſet up in *Convent-Garden*, and on that ſide of the City; by which means many of the houſes and Shops, are not tennanted, and thoſe which are, the Rents of them are exceedingly fallen; and all this is for want of the Trade that they had formerly.

Now conſidering what a renowned City that is, both for government, for Trade, and for ſtately Edifices, that its thought, there is not the like in the whole World; and conſidering the great charge that they have been at in the rebuilding of it, it is very requiſite that they ſhould be encouraged as much as may be, and that their Trade ſhould not be taken away by ſuch ways and means as theſe are. Now there are ſome Trades whoſe Commodities are ſuch, that it would be very little more trouble for any one to go into the City to buy them, than to go to *Convent-Garden*, ſuch as Wollen, or Linnen Cloth, Stuffs, or Hangings for Rooms, or Plate, or the like; if then all ſuch Trades, were prohibited from ſetting up on that ſide of the City, it would preſently fill their Shops and Houſes with people, and their City with trade, I had thought to have treated here, how the Shopkeepers are inconvenienced to get in their ſmall debts, which cannot be done any way without putting the people concerned to three times more charges than the debt is, which is likewiſe a great hinderance to the poor, as well as unto them; but this I ſhall omit, this book being already ſwollen much bigger than I did at firſt intend.

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SECT. XVIII.

Some things ſuggeſted that might be for the improvement of Trade.

IT is the cuſtom of all Countreys to endeavour the improving of that which ſeemeth moſt nearly and chiefly to concern them; and other things that are more remote, not to be ſolicitous for; and therefore the *Dutch* do endeavour the promotion of Trade, for that is their neareſt and chiefeſt concern; and we do chiefly endeavour the improvement of rents and revenues, becauſe this we apprehend is our neareſt and chiefeſt concern. Trade ſeemeth to us to be more remote, although, as I humbly conceive, if it be rightly conſidered, that the way to improve rents and revenues, is firſt to improve trade; becauſe the improvement hereof is the natural product of a good and flouriſhing trade. As for example, if there happen to be a flux of rain to fill all the little rivulets and dikes, they do naturally cauſe the greater river to riſe by their flowing into it; and the greater confluence of waters there is in any of theſe rivulets, the higher will be the tide of the greater river. Now it is the ſame between trade and revenues; for if there be any flux of trade, that the trades-men thereby have a plenty, it preſently advanceth all the Farmers commodities, and ſo conſequently rents and revenues too; which are not only lands in the Countrey, but houſes and ſhops in Cities and Market-Towns; and the freer current there is of trading, the higher will be the tide of rents and revenues. And ſo on the contrary, if the Farmer be obſtructed, the latter will be impeded and hindred. So that all perſons are concerned to endeavour the promotion of trade. And for a farther incitement hereunto, conſider that the *Dutch* already have gotten into a trade with all the world, and the *French* King doth lay about him amain for his people to get into trade too; and therefore it doth highly concern us to do the

ſame; eſpecially ſeeing that (as all Writers upon this ſubject do ſay) *England* hath as many conveniencies for trade as moſt places in the World, and the people are as induſtrious, only there wants laws to ſet their trade right, and afterwards to keep it in a right and good order: for if a watch be never ſo exquiſitely and elaborately framed, yet if there be not a hand to ſet it right, and afterwards to keep it ſo, it will quickly prove faulty, even as it is with trade at this time.

Now to the end that trade might be promoted in this Kingdom, and that it may be regulated and ſet in ſuch order, that it might run in its right current, and that we might be able to balance either the *Dutch* or *French* herein; I ſhall humbly ſuggeſt theſe three neceſſary particulars, that in all probability will effect the ſame.

1. If there were a counſel for trade made up of ſome eminent trades men of the City of *London*, mixt with ſome of the Countrey, and ſome eminent Clothiers, who might conſider what might be neceſſary for the promotion of trade, and for the right ſetling thereof, and who might ſuggeſt the ſame to the Parliament when they do meet, that ſo they may have the leſs to do herein; for the whole ſtructure of trade is very much out of frame at preſent, which would require much time to ſet it right again; and the Parliament do ſeldom ſit above two or three months or thereabouts at a time, and then they have ſuch a throng of other buſineſs obtruding them, that they have little or no leiſure to mind the concerns of trade.

SECT. XIX.

Concerning all Trades being in Companies.

2. IF all thoſe of a Trade were of one and the ſame Company, and had power to make ſome by-laws for the good of their Trade, it would extremely conduce not only to the promotion of the ſame, but to the keeping of it in a right and good order, preſerving (at leaſt) a *temperamentum ad juſtitiam*, if not *ad pondus* in our trades and negotiations.

And doubtleſs *ab origine* it was ſo in *London*, as appears by the ſeveral denominations of their ſeveral Companies; the defect whereof, I judge, is the reaſon that the trade of that City is declining, and grown ſo conſumptive, and (unleſs ſuitable and timely means be uſed in order to its recovery) will certainly and ſuddenly expire: For if none were of a Company but thoſe only that were of the ſame trade, they would be frequently whetting one another to do ſomething that might be for the advancement thereof; and every one would refrain the doing of any thing that might give a wound to the ſame, for fear of being reprehended by the Company.

But now if any perſons trade do differ from the trade of his Company, of which he is free, he doth then mind but little the trade of that Company, becauſe he hath a ſmall benefit by it; but if his trade be the ſame with the Company of which he is free, then he is very often mindful of what may be neceſſary to promote the ſame, becauſe he doth expect a benefit by it.

Now (I conceive) this might eaſily be reduced to what it was at firſt; for it would be no prejudice to any of the Companies, for every one to have the liberty to come into that Company that his trade is of, and to be in the ſame ſtate and degree therein, as he was in, in that Company that he came out of, without paying any thing more for it; becauſe, as they ſhall hereby loſe ſome of their

members out of every Company, ſo will there be received ſome more into them.

Obj. Now there are two Companies in *London*, *viz.* the Girdlers and Fletchers, that the trades thereof are quite loſt and gone, there being none of either of them; and if this device ſhould take place, the rents belonging to thoſe two Halls will be loſt, becauſe there will be no body to look after them.

Sol. That the Linnen-Drapers have no Hall, and is no Company, which now is the moſt flouriſhing trade of the City; therefore it would be very convenient to joyn theſe two Halls together, and to make them belong to the Linnen Drapers Company.

And then to the end that this order might continue, it would be neceſſary that no perſon be ſuffered to ſet up the Trade of any particular Company, unleſs he be firſt made free of the ſame.

Obj. But if this be ſo, then the priviledg of the City will be loſt; which is, that he that is free of any trade, may ſet up any other whatſoever, that he can beſt live upon.

Sol. My meaning is, that he that hath been Apprentice to a working Trade, ſhould not have the priviledg of ſetting up the Shopkeeping Trade, and that for the reaſons that have been already given: Yet I deny not but that it might be convenient enough for any Shopkeeper (that is only of buying and ſelling) to have that priviledg to leave his own Trade, and to take up another Shopkeeping Trade, that he may live better upon. But then it would be neceſſary that he ſhould be enjoyned to leave his own Trade altogether, and to quit his freedom of his Company, and that within a certain time, that may be thought convenient; and that he be alſo further enjoyned to take his Freedom of that Company as the Trade is of that he intends to ſet up, and that within ſuch a convenient time.

And as this being in Companies, is neceſſary for Shopkeepers, and all other Trades, even ſo it is for Merchants too, that all they that do trafique to any particularCountry,which ſhould exceedingly encourage all Forreign trade; for there would be then ſuch an order

order in the Trade of every particular Countrey, that men would gain thereby, whereas now it doth too often happen, that they do looſe.

I know there are very wiſe men, that are very much againſt Merchants being in Companies, but I cannot find that any Merchandizing Trade is managed ſo well, as thoſe that are managed by Companies; and this appeareth by the *Dutch*, who do trade altogether in Companies, and who is it that hath ſuch ſucceſs in Trade as they have; likewiſe our *Humborough* trade was never carried on better, than when they were in a Company, and it was then better for Clothiers too, then ever it hath been ſince: and I cannot but believe that if the Fiſhing trade, that is ſo advantageous to the *Dutch*, were committed to a Company, it would in a ſhort time turn to a very good account.

But I ſuppoſe that the reaſon that many are againſt Merchants being in Companies, is becauſe hereby many men would be barred from adventring to any Countrey, unleſs they were free of that ſame particular Company. Now to help this, it would be neceſſary that any one ſhould have the liberty to be of any Company of Merchants that he hath a mind unto, always provided that every ſuch perſon do engage to ſubmit to the Laws and Orders of the ſaid Company; and if it be ſo, it can be no prejudice to any man, for he that hath an eſtate enough, may be free of many Companies, and ſo may adventure into many Countreys.

Obj. But now every particular trade, cannot be a particular Company in few other places but in *London*, by reaſon of the paucity of the Traders there.

But yet nevertheleſs, they may be in Companies in the Countrey Towns, for there may be many Trades that may conveniently be of one Company; as all theſe Shopkeeping trades, *viz.* The Woollen and Linnen Draper, the Mercer, the Milliner, the Apothecary, the Grocer, the Chandler, the Ironmonger, and the Book-ſeller; even ſo many Shop-keeping working Trades may be

of

of another Company, and many other working Trades, that are not Shopkeeping Trades may be of another, and thoſe that employ the poor, may be a diſtinct company likewiſe.

Now it would be neceſſary alſo, that theſe Companies in Market Towns, ſhould have the ſame priviledges, as they have in the City of *London*; that is to ſay, that they might chooſe their own officers, and have power to make by-Laws, for the benefit of their trades, and bind Apprentices, and make them free, and to give them a Certificate of their freedome, without which no perſon ſhould ſet up any Shop keeping Trade in any place whatſoever. Neither would it be fit for any one to manage two Shopkeeping trades, that is to ſay, ſuch that either have been diſtinct trades of themſelves, by the cuſtom of the place, or that may be made ſo by agreement of the Shopkeepers of any place; for as I have ſaid, it would be much for the benefit of the Shopkeeping Trades, that they are diſtinguiſhed as much as may be. Neither ſhould any perſon be admitted to manage any other Trade but his own, unleſs he doth leave the ſame altogether within ſome convenient time after he hath ſet up another; and in default hereof he ſhould be liable to a penalty. And then it would be expedient, that that irrational cuſtom of Corporations be taken away, *viz.* That no one ſhould ſet up a Trade in any place, but there only where the party was Apprentice. I can ſee no reaſon for this cuſtom in any place but *London* only; for why ſhould any man that hath ſerved his time to a trade, be barred from ſetting up in another place, if he can have a better livlihood there, than he can where he ſerved his time or; if a young man ſhall be offered a Shop, and a Wife in another place; why ſhould he be barred of ſuch an opportunity, that is ſo much for his preferment.

Therefore it would be neceſſary, that he that hath ſerved an Apprentiſhip in any one place, might have the liberty to ſet up in any other whatſoever; always provided that he hath a Certificate of his freedome, and that he is not likely to be chargeable to the Pariſh.

SECT.

SECT. XX.

Concerning the great conveniences that Markets would be to the Woollen Manufacturer and others.

3. If there were weekly Markets appointed in convenient places of this Kingdom, for all the manifactures thereof to be ſold, it would extremely help our trade, and be a very great benefit both to the Sellers, and alſo to the buyers.

For by this means, the Sellers, ſo ſoon as they have made their manufactures, would have preſently a Market to go to, where they may meet with variety of Chapmen; and if the Market do not ſerve one day, it will be no great charge for them to go home, and to come another; when it may be their wares might go off better, and then all the reſt of their time, they are at home looking after their affairs; whereas now, they are forced to ſpend a conſiderable part of their time, in running up and down the Countrey to ſell them Wares, whilſt their buſineſs doth go backwards at home.

And as it will be convenient to the Sellers, even ſo it will be to the Buyers too, who by this means will have the opportunity of the choiſe of goods, and of furniſhing themſelves with all the aſſertments of ſuch commodities as are ſold at that Market, which they could never be ſupplied with by the Hawkers.

Now one great reaſon, why ſo many manufacturers do run all about the Countrey, hawking of their Commodities, is becauſe they have had hardly any other conveniency but this to ſell them; except it be at Fairs, which (as it may be ſuppoſed) are not ſo convenient as Markets; and that for theſe following reaſons.

1. Becauſe that after the Manufacturers have carried their Commodities a great way to a Fair, they have only one ſingle Market to depend upon for the ſelling thereof; of which they being very ſenſible; and having waited for this Fair, and conſidering farther,

her, that it will not be very ſoon, that they ſhall have the opportunity of another. and that it will be a charge to carry their Wares home, and bring them again the next enſuing Fair; they are therefore very ſolicitous and earneſt to put off their Commodities by trucking them for things that they know not what to do with; and this is the reaſon likewiſe, that the Clothiers do ſo much run into the Shop-keeping trade as now they do, and is the cauſe of ruining both the Trade of the Countrey, and more eſpecially of the City of *London*.

2. Becauſe there being ſo far a diſtance of time between the Fairs, that the poor Manufacturer his Stock will not keep on his Trade ſo long, which doth put him upon the borrowing of Money, which he promiſing to pay again at the Fair, is many times forced to ſell his Commodities for ready Money to a very great loſs.

Now a Market every week will remedy this, becauſe when this poor man hath made as far as his Stock will go, there is a Market ready for him preſently to go to, ſo that by this means, he may ſeldom have occaſion to borrow Money to drive on his Trade.

Now concerning the places, that might be moſt convenient for theſe Markets, it would be neceſſary, that whereſoever any Commodity is made, that there ſhould be a Market for the ſame, *viz.* at *Meer* for Ticks, at *Sherborne* for Buttons, at *Taunton* and *Exeter* for Serges, and *Mancheſter* for Dimithys and Fuſtions, and other Commodities made there; at *Norwich* for their Stuffs, and likewiſe at all Sea-ports, where any of our Manufacture is ſhipt off; as at *Briſtol*, *Southampton*, *Hull*, and *Newcaſtle*, and the like; *London* will be a Market ſufficient for all places within three-ſcore Miles of it.

And then when once theſe Markets are ſetled in the ſeveral and reſpective places, it would be neceſſary that no perſon or perſons whatſoever, have any liberty, either to buy or ſell any ſuch Commodities, that are uſually bought and ſold by Shop keepers, but either at the Market-place appointed in the ſeveral Cities and Towns, or at his or their own dwelling houſe, & he that ſhould either

buy

buy or ſell any ſuch commodities that ſhould be proffered, (unleſs it be in one of the aforeſaid places,) they ſhould be liable to a penalty.

Obj. But ſhould the Silk-weavers, and all others, be enjoyned to ſell their wares at a Market, it may be prejudicial to the whole-ſale-trade in *London*; becauſe many Countrey Chapmen may buy at theſe Markets.

Sol. That they have already in *London* a by-law, that all wares are forfeited that are forreign bought, and forreign ſold, and none but Free-men are allowed to buy at *Blackwell-Hall*; and ſo it may be at theſe Markets: And for the benefit of the City, it may be more ſtrict, *viz.* That it ſhould be unlawful for any Free-man to allow any other to buy at theſe Markets in his name.

SECT. XXI.

Concerning the making of Linnen-Cloth.

NOw all men do look upon this to be one of the beſt deſigns that ever was in *England*, becauſe hereby our Poor will be employed, our Land will be improved, and many thouſands of pounds will be ſaved from going out of the Kingdom for this commodity.

Concerning the place that would be moſt convenient for the ſetling of this Trade; it ſhould not be any where within ſixty miles of *London*, eſpecially all along by the river of *Thames*; for all the land in this diſtance doth bring forth little enough to ſupply that City with Corn and other Proviſion: And beſides, all theſe places would be moſt convenient for the clothing-trade, as appears by thoſe reaſons before given; neither would any of the Weſt Countrey be convenient for it, becauſe there they have a manufacture that is ſufficient to employ them already.

Therefore, as I conceive, that the only place for this Trade

would be in the Northern parts of *England*, especially if the *Irish* Act be repealed; and that for these reasons.

1. Because those lands that are now used for the breeding of cattel, may then be used for the sowing of Hemp and Flax, which doubtless in a very short time will be as great an improvement unto them, as the breeding of cattel can be.

2. Because there the Poor do work at very low rates, which will make the Linnen to be the cheaper, and therefore the more likely for the trade to take effect.

3. Because hereby our Shipping will be employed in the same manner as it is now, from *Morloix* and St. *Malo*; for *Hull* and *Newcastle* will be both convenient Markets for the commodity, and convenient Ports too, from whence it may be shipt off for *London*, and other places.

Now for the effecting of this trade in *England*, it would be necessary that the Farmer who doth sow the Hemp and Flax, should hackle it, and get all the stubs out of it before he offereth it to sale.

2. When he hath so done, that then he bring it to a Market to sell as Wooll, or as any other thing is sold.

3. That there be Linsters or Linneners in the Cities and Market-Towns in those parts, that should be encouraged, who might buy this Hemp and Flax of the Farmer, and cause it afterwards to be dresst, and spun, and woven, and whiten'd, and made fit for the Market. And it would be necessary that the thread be whitened before it is made into Cloth, which will hereby the more resemble *French* Lockeram and Dowlas, and will be much the stronger Cloth.

And the way to encourage the people to adventure upon this trade, would be to secure them from being losers by it; for those that are most likely to do good upon this trade, must be such that are stirring men, and that have some small stock of their own; which being all that they have to depend upon, are unwilling to hazard it in a publick concern; and there is no reason that they

should,

ſhould, eſpecially becauſe its ſeldom but that he is a great loſer who doth firſt adventure upon any new project. Now this is the way that the *Dutch* do take in any ſuch deſign, and it muſt be the way that we muſt take to, if ever we intend to effect any thing of this nature in *England*, as is plain in that there have been but little or no progreſs made herein, though it be near fifteen years ago ſince the Parliament made a law to encourage it.

Obj. But if thoſe that do undertake this buſineſs be ſecured from loſing, then the Countrey may be cheated; for they may pretend to be loſers when they are not.

Sol. It muſt be expected that in the obtaining of ſuch a trade as this is, there muſt be ſome inconveniences diſpenſed with at firſt, which will be better born by a publick than by a private ſtock; and then this inconveniency may not be for any long continuance, but only until ſuch time that the people have learned the way, and are a little acquainted with the ſame. I ſhall not ſuggeſt any thing how this ſtock may be raiſed for the ſecuring of thoſe perſons, becauſe that may be eaſily done in the ſeveral and particular Counties where this manufacture ſhall be made.

4. That it would be neceſſary that there be a Dame in every Pariſh (as was before ſuggeſted) to teach the Poor to ſpin this Linnen.

5. That when once this Linnen-trade hath took effect, it would be neceſſary that we do lay as high an Impoſt upon all *French* Linnens, as they have laid upon all our Woollen manufacture.

SECT. XXII.

What Statutes in force may be injurious to Trade, and Trades men.

THere are ſeveral Statutes in force that are injurious to trade, but eſpecially that for the ſubſidy of Aulneage, as will appear, if any one do conſider,

1. The exceeding greatneſs of the forfeiture, which for not paying of two pence for a Seal, there may be loſt a piece of Cloth worth fifteen Pounds.

2. That notwithſtanding the greatneſs of this forfeiture, yet Trades men are continually obnoxious hereunto; it being not poſſible to avoid it; for ſometimes the Seal will rub off in carriage, which being found, hath coſt ſome men dear; ſometimes they rub off in ſhewing, and tumbling of the Wares in the Shops upon Market days; or when men are buſy, they cut off the part that the Seal is annexed to, and do not mind it; and ſometimes Servants are careleſs herein; but in all theſe caſes theſe Cloths, or theſe remnants of Cloth are liable to be loſt; nay a Shop-keeper is hereby hindred from ſelling half a Cloth at any time to a Chapman; becauſe they cannot both have one Seal on their parts, and he that hath it not is likewiſe liable to looſe his; ſo that by reaſon of this law, the Shopkeeper is in danger of loſing.

By this means the duty is doubly paid, and more; for although there is not one Cloth or Serge that cometh into any mans Shop, without this duty being firſt paid, yet the Shopkeeper is forced to pay what the Aulneager will have every year; which commonly is more than the whole duty would come to, if he paid for every particular piece that he receiveth into his Shop; and if he deſired more, the Shopkeeper muſt pay it; unleſs he will always be in fear of being prejudic'd. Certainly if Markets were eſtabliſhed as is before ſuggeſted, they would remedy this, becauſe then thoſe con-

concerned in the gathering of this Tax, may loook only after the Cloth and Serge in the Markets, and ſo might not be permitted to examine any Mans ſhop, or at leaſt, if they were, only whole pieces ſhould be liable hereunto, and not any remnants; for no man for the ſaving of two pence, would cut his Cloth into remnants, and then it would be neceſſary, that the forfeiture doth not exceed five Shillings, which is enough for not paying of ſo ſmall a ſum; nay, and if the ſeal have been rubb'd off in the carriage, and that the Shopkeeper can procure a Certificate under the hand and ſeal of a Juſtice of Peace, that the party of whom the Cloth was bought, hath teſtifyed upon his oath, that the ſaid Cloth was ſealed, and that the duty thereof was paid; that in this caſe the forfeiture ſhould be omited.

2. The Perſon before mentioned doth ſay, that the Statute a- Mr. C
gainſt Naturalization, is prejudicial to trade, becauſe there is a great want of People in *England*; there being ſo great a multitude, that have tranſplanted themſelves into other Countries, and many loſt by the late Wars, and by the great Maſſacre in *Ireland*, and the late great Plague; all which have very much depopulated *England*; eſpecially all places that are upwards of fifty or ſixty Miles off *London*; and then there is abundance of waſt Land in *England*, ſuch are Commons, which would imploy multitudes of people more than we have, though the law forbid other Nations: other Countries have thought this to be their intereſt, inſomuch that they have not only invited the people of *England*, ſuch that have had skill to work upon that Manufacture, that they have had a deſign to promote; but they have alſo encouraged them by appointing them a convenient place to live in, and exempted them for ſome years from paying thoſe Taxes uſually paid by the Natives; and if this be for the benefit of this Nation, (as is deemed, not only by the perſon before mentioned, but by many other judicious and Wiſe men,) then never was their a better opportunity for it than now, when ſo many parts are ſo ſorely inteſted with Wars, that people would (in all likelihood) be eaſily

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induced hereunto: indeed theſe *Walloons* that ſetled in *England*, in the raign of *Qu. Elizabeth*, were never hurtful but helpful to this Nation, and the Art of making their Manufacture is now as beneficial to this Kingdom, as any other whatſoever; and doubtleſs ſo would it be, if a Colony of people that had skill to make Linnen cloth, were ſetled in the Northern part of this Nation.

The *Iriſh* act that prohibits the importation of their lean Cattel, doth greatly hinder Trade, in that the Money that was made of them was returned in Commodities; ſuch as all ſorts of Silks both wrought and unwrought; all ſorts of Stuffs, both Hair and Worſted; Cloth Gold, and Silver, and Silk Laces, and many other Commodities, and then by this means there was meat in our Sea-ports for the victualling of Ships, which brought a Trade unto them from other parts; not only for Victuals, but for Tallow and Hides alſo; all which Trade by this Act is quite loſt and gone.

2. It is injurious to the Graſiers too, in regard that theſe Cattel did coſt leſs Money, and would fat ſooner, and ſo did pay far better than would our *Engliſh* breed Cattel; and by reaſon that ſo much meat was vended into other Countries, from our Sea-ports, they always had a quick ſale for their fat Cattel, which is not ſo now.

3. All men, both Gentlemen Trades men, and Countrey men, are injured by it, in that they pay at leaſt a fifth penny more for their meat now, than they did before this Act was made, which if it were accounted from the time that this Act was made, it would amount to many hundred thouſands of Pounds in the whole Kingdom: ſeeing then it is ſo much againſt the general good, it would be happy for this Kingdom if it was repealed; for there is but one little ſpot of the Land in compariſon of the whole that receiveth any benefit by it, which is only in the Northern parts for breeding of young Cattel upon their Land, which (as I have ſaid) would be as well improved by ſowing of Hemp and Flax if in thoſe Parts the making of Linnen Cloth was encouraged.

FINIS.

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